

GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. V. No. 10.

CHICAGO, ILL., NOVEMBER 25, 1900.

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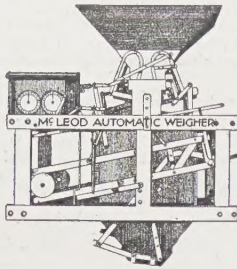
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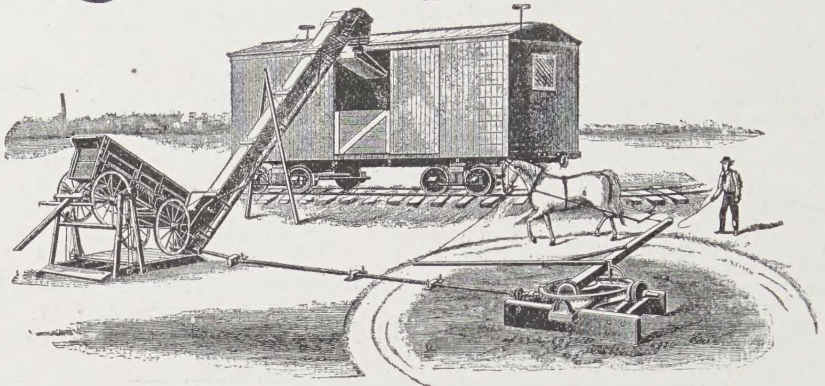
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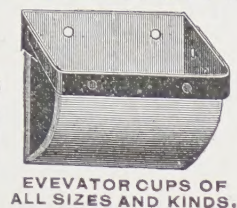
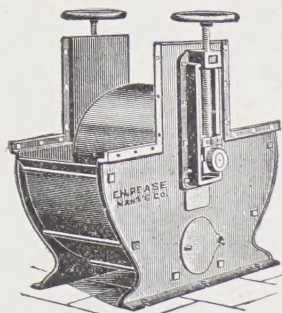
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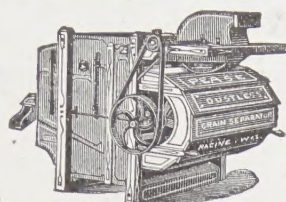
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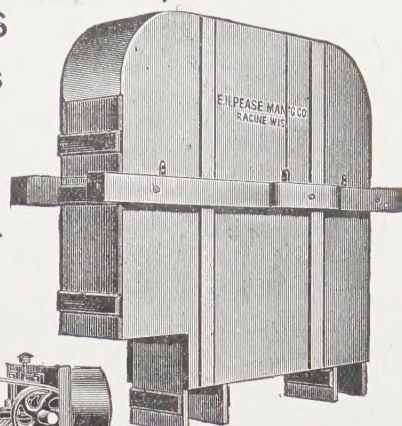
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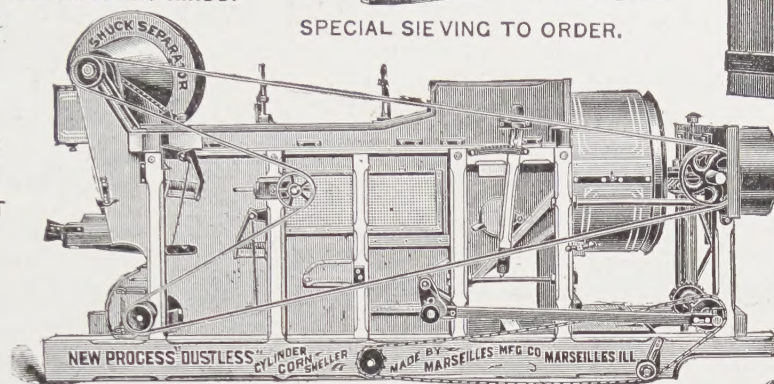
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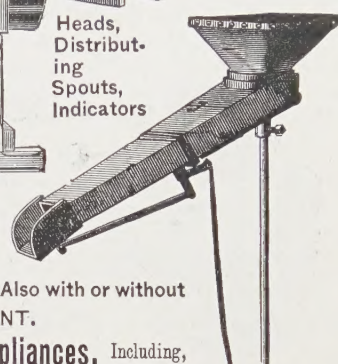


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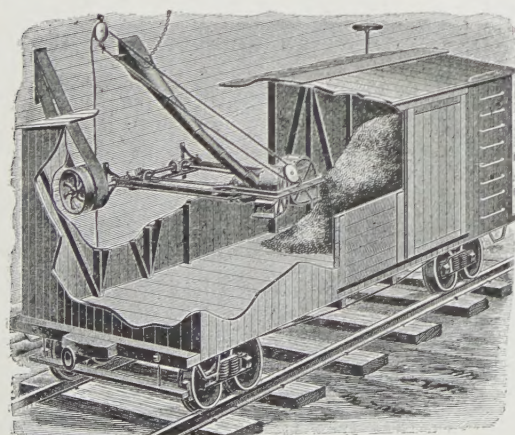
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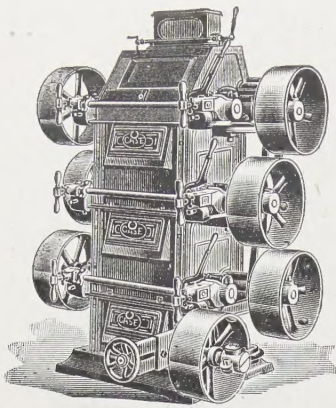
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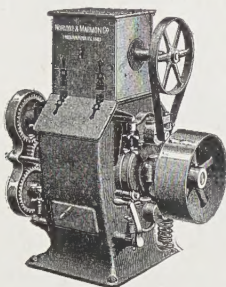
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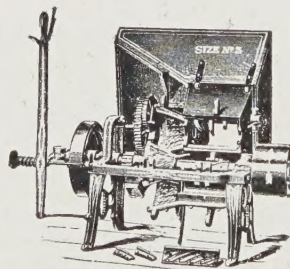
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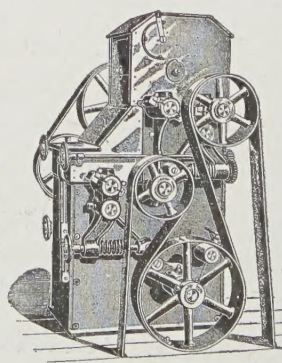
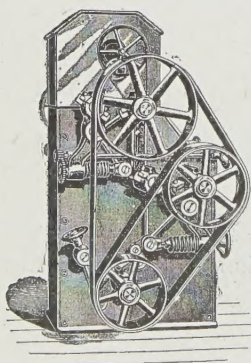
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Simple and Convenient Adjustments.
Can be driven on either side from a shaft running in either direction.
Sent on 30 days' trial to responsible parties.

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Mfg. Company,**

251 and 253 Third Ave., So.,

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PLEASE MENTION THIS PAPER.



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PROPRIETOR

Nicollet Island Steam Boiler Works

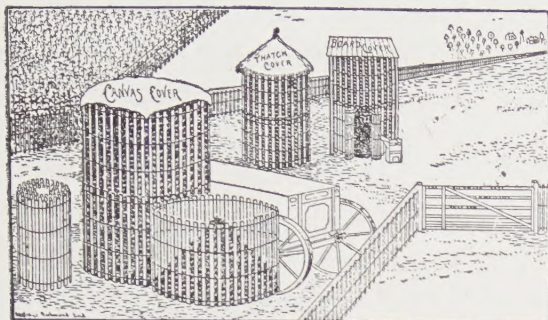
Automatic Sprinkler Tanks a Specialty.

OFFICE AND WORKS:

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George Thomas, Kirkman, Ia.: Discontinue my advertisement. I have sold out. It pays to advertise in the JOURNAL.

CORN CRIBS



At one cent per bushel.

**PORTABLE,
STRONG.**

Warranted to last 20 years.

**SAVES LABOR AND EXPENSE
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SELL QUICK AND BRING GOOD PROFITS. SIX SIZES. AGENTS WANTED.

Write at once for Prices and Discounts to Shippers.

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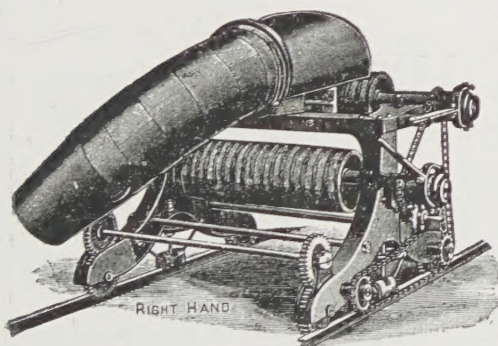
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Manufacturers of

Grain Elevator Machinery,

EMBRACING LATEST TYPES OF

Power Grain Shovels, Belt Trippers, Car Pullers,
Belt Conveyors, Spouting, Elevators, etc., also
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Send for a copy of

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Advertise in the *Grain Dealers Journal*.

THE HESS SYSTEM OF DRYING.

FOR ELEVATORS.

Dries and cools tough grain to merchantable condition at a cost of \$1.00 per car, or less.

FOR OATMEAL MILLS.

Dries with fire or steam, will dry oats to milling condition with fire in thirty minutes. No contact with hot metal; popping impossible. Stirring done by gravity, without use of power. Any flavor desired is obtained with this drier.

FOR WASHED WHEAT.

Dries in continuous flow; the grain constantly in motion, by gravity, and dried to absolute uniformity.

FOR RICE, COTTON SEED,

and any other grain and seed, or any granular substance, it is the quickest and cheapest method in use.

THE HESS DRIER uses less power than any other. It is fireproof, and is the only drier for elevators approved by underwriters, and permitted by them without extra charge. The only machine in successful use in the large terminal elevators of Chicago, Cleveland, Duluth and other grain centers.

All sizes, Write for information.

Hess Warming and Ventilating Co.,

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The Tiger Corn Sheller

and **CLEANER** is the Best on Earth

Try one or more and be convinced
This is no josh

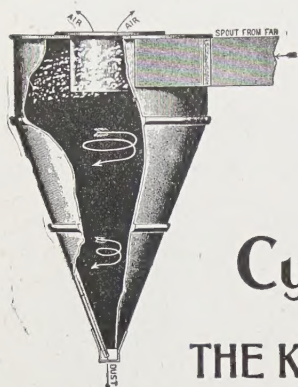
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YOUNGLOVE, BOGGESS & CO.
CONTRACTORS, DESIGNERS & BUILDERS OF ELEVATORS
 WRITE US FOR IDEAS AND ESTIMATES.
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Reduce Cost of POWER INSURANCE

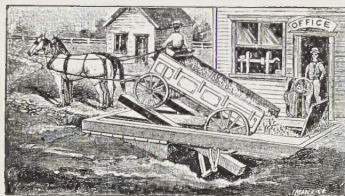
As well as danger to employes by
equipping your elevator with

Cyclone Dust Collectors

MADE BY

THE KNICKERBOCKER CO. Jackson, Mich.

TO ELEVATOR CONTRACTORS



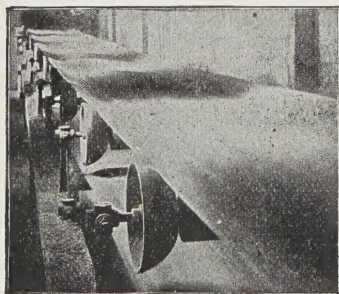
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**BUY THE MOST ACCURATE
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Write for prices on anything in the scale line.

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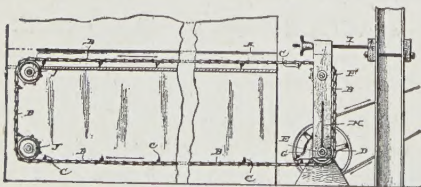
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THE RICHNER CHAIN GRAIN FEEDER

is the most convenient, economical and practical grain feeder for conveying grain from dumps, to feed shellers or elevators.



Elevator and Mill Supplies of all kinds.
 Address **A. H. RICHNER**, Crawfordsville, Ind.

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Contracts taken for all kinds of Heavy Work.
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BEST FRICTION CLUTCH MADE.

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 Pay Advertisers Well.

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MONIER CEMENT TANKS
A SPECIALTY.

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**IF YOU INTEND TO BUILD
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You will profit by examining my plans of conveniently arranged houses. I study to economize space, labor and power. Complete elevators of any capacity built under one contract.

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Manufacturers of the Reliance Grain Cleaners.

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Complete Equipments for Elevators and Mills.

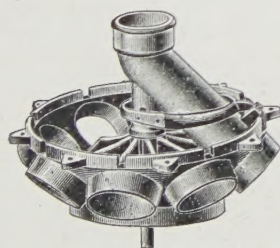
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HALL'S

Grain Distributor

AND

OVERFLOW SIGNAL



Patented April 17, 1900.

Especially adapted to handling Flax.

Send for booklet to **Hall Distributor Co.,**
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*Absolutely
Prevents...*

Mixing grain during process of distribution between turn spout and bins.

**Automatically
Notifies Operator when Bin
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GEO. M. MOULTON & Co.
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ARCHITECTS AND ENGINEERS

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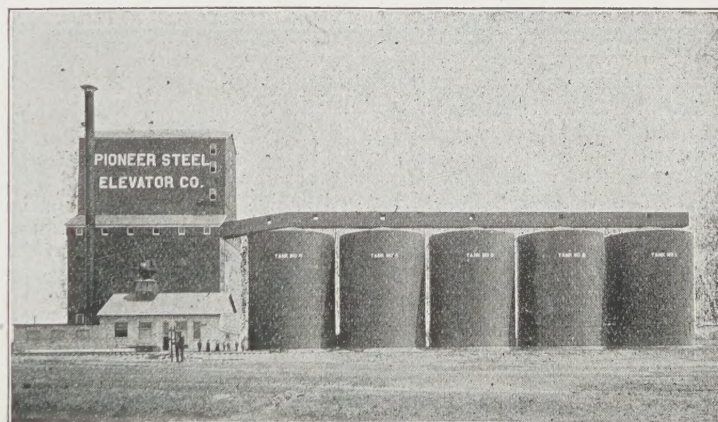
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MANUFACTURERS AND BUILDERS OF

STEEL STORAGE TANKS

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We
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Any
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GENERAL OFFICES,

303 Dearborn Street, CHICAGO.

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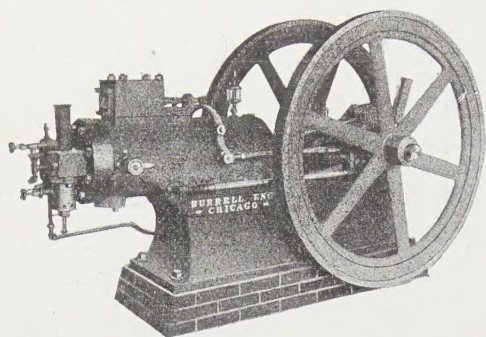
Consign Your Stock and Address Your
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ROSENBAUM BROTHERS & CO.

Union Stock Yards.....CHICAGO.

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241-245 S. JEFFERSON ST.

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MANUFACTURERS
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Grain Elevator Machinery

OF THE MOST APPROVED KIND.

Rope Transmission.

Link Belting.

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Pulleys, Hangers, Etc.

Salem Elevator Buckets.

Steel Plate Friction Clutches.

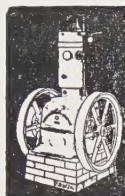
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POPULAR, RELIABLE AND GOOD.



Stationary
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Pumping

BEST THAT

can be built, hence money can buy.

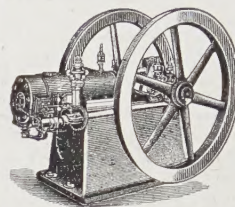
We guarantee and can prove IT.

Our catalog will interest you, because it describes and illustrates all that is best and most modern in gas engines.

MONARCH GAS ENGINE CO., 3512 E. N. Y. St., Indianapolis, Ind.

GAS AND ENGINES
GASOLINE $1\frac{1}{2}$ to 50 H. P.

THE
MONARCH
GAS
ENGINE
CO



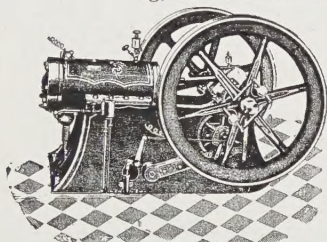
THE BROWN
GASOLINE ENGINES

are simple, reliable,
and economical. For
full information, ad-
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Brown Gas Engine Co.
COLUMBUS, OHIO,

Power for Every Class of Work.

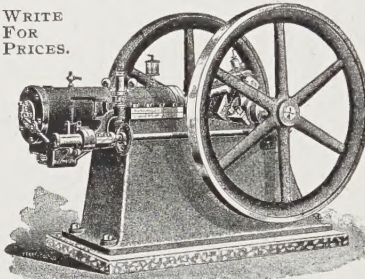
Engines Sold on their Merits
and Power Guaranteed
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The Waterloo Gasoline Engine Co. Cedar St.,
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The Columbia GAS and GASOLINE ENGINES.

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FOR
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E. L. GATES MFG. CO.,
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Machines, Supplies and Businesses

Cannot be placed before the grain dealers and elevator men of the country without advertising. Personal solicitation is so expensive as to preclude its extensive use. Circulars are so cheap they fall in the waste basket unopened.

The only effective method within reasonable cost is to place an advertisement in the **Grain Dealers Journal**. Every copy goes to a live grain man and keeps its advertisements before him night and day. Try it.

A BOOK OF
SPROCKET CHAIN
APPLIANCES
WEBSTER MFG. CO.

Our book of Sprocket Chain Appliances, also our book of Power Transmitting Appliances are full of valuable information for all who are interested in either of these lines. We will take pleasure in mailing them on application. Have you received our March 1st Price Current?

WEBSTER MFG. CO.

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IT IS TO THE INTEREST OF EVERY SHIPPER TO URGE
RAILROADS TO EQUIP CARS WITH VENTILATORS.

MILLER VENTILATORS

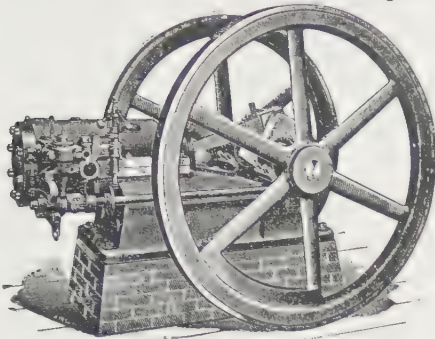
Thoroughly Ventilate Cars, Exclude Rain, Sparks, Cinders, etc.

Prevent Deterioration of Grain due to Souring or Heating while in transit.

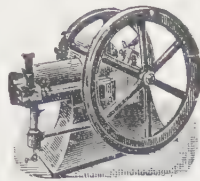
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The "New Era" Gas and Gasoline Engines.



If interested write for particulars to
THE NEW ERA IRON WORKS CO.,
No. 86 Dale Ave. DAYTON, OHIO.



Just the Thing for Grain Trade

No intricate parts to get out of order and all vital parts are enclosed in a housing and run in an oil bath.

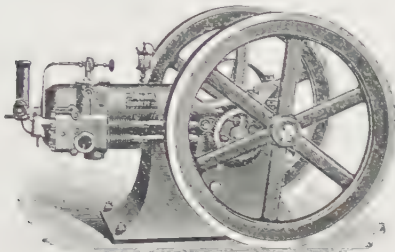
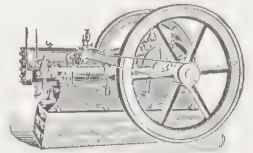
Get Our New Catalogue and Prices.

Weber Gas & Gasoline Engine Co., 1531 C Monadnock Block,
Main Office and Factory, KANSAS CITY, MO. CHICAGO, ILL.
P. O. Box 1114-B.

FOOS GAS and GASOLINE ENGINES.

Adapted for Elevators, Mills, Factories, Pumping, Farms and ALL Power Purposes. Largest exclusive Gas Engine Factory in America. Engines in stock for quick delivery in all principal cities. Full particulars on application. Write for catalogue 11. 1½ to 250 h. p.

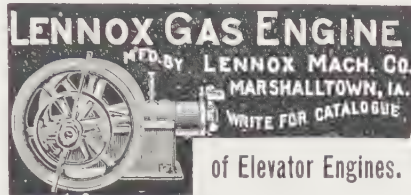
FOOS GAS ENGINE CO., Lock Box 155, SPRINGFIELD, O.



The Model Gas & Gasoline Engine

It always pays to buy the best, the simplest, and the One that costs the least to operate and keep in repair.

Write us for guarantee and compare with others.
Model Gas Engine Co.
AUBURN, IND.



OATS CLIPPED, CLEANED AND MIXED AT THE

Nickel Plate Elevator,

Operated by HARRY G. CHASE, 10 Pacific Ave.
....CHICAGO....

THE GAS AND GASOLINE ENGINE AND ITS AGE....

BY NORMAN & HUBBARD.

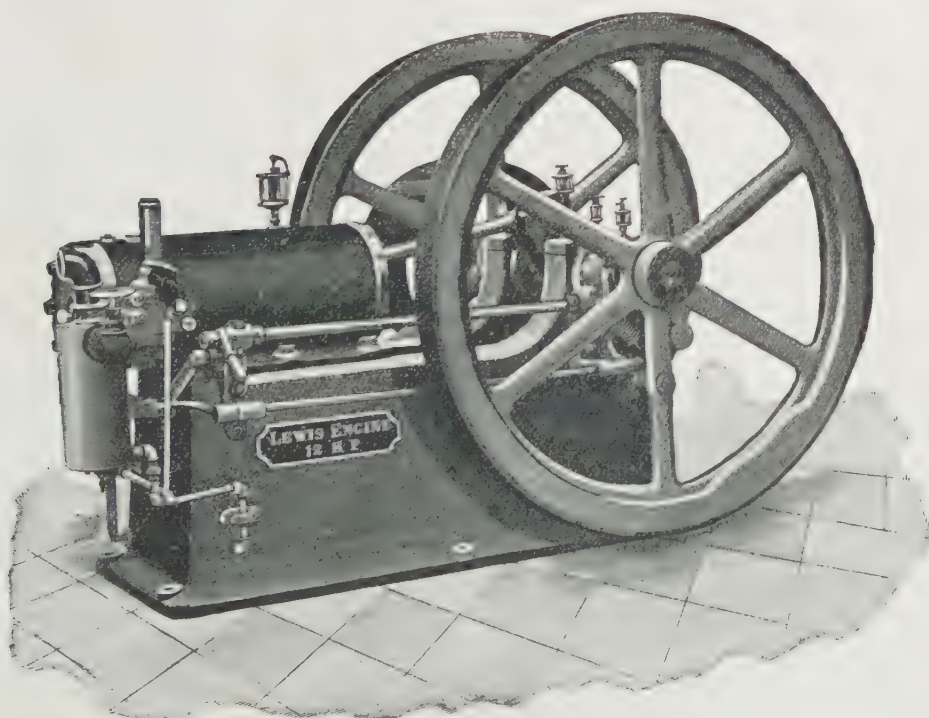
Is a practical hand book of questions and answers; a reference book for users and those contemplating the purchase of a gas or gasoline engine. It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines. Besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.

For Sale by
GRAIN DEALERS COMPANY,
10 Pacific Avenue, CHICAGO.

H. C. Clark, Colfax, Ind.: It is not necessary to continue the advertisement of the burr mill, as I sold it immediately after the first notice in the JOURNAL; and have received several letters since inquiring about it.

THE ALBERT DICKINSON CO.
DEALERS IN
GRASS SEEDS, CLOVERS, BUCKWHEAT,
BEANS, PEAS, BIRD SEED, POP CORN,
GRAIN BAGS, ETC.

OFFICES, WEST TAYLOR ST., AND THE RIVER, CHICAGO.



ORIGINAL LEWIS
Gasoline Engines.

GOLD MEDAL,
WORLD'S FAIR, 1893.

TWO GOLD MEDALS,
OMAHA EXPOSITION, 1899.

MOST POPULAR AND
RELIABLE FOR

Grain Elevators,
Water Works,
Electric Plants,

VOLUME GOVERNOR.
DOUBLE EXHAUST.

AIR ADJUSTMENT TO
REGULATE MIXTURE.

J. Thompson & Sons
Mfg. Co. BELOIT, WIS.

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The rate for Advertisements in this department is 15 cents per line each insertion.

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GRAIN, coal and lumber business for sale. Address Box 27, Burchinal, Ia.

FARM, elevator, storeroom and stock goods for sale. J. C. Spahr, Clare, O.

ELEVATOR and live stock business for sale in western Iowa. Box 5, Halbur, Ia.

GRAIN elevator cheap if sold soon. Particulars: P. H. Thomas, Donnelsville, O.

BRICK, 5-story elevator and mill. Case roller system. Mrs. M. L. Pool, 528 E. Wheeling St., Lancaster, O.

CHICAGO ELEVATOR on south side, for sale at a sacrifice; 300,000 bu. capacity. Address A. A. McClanahan, 211-218 La Salle St., Chicago.

ELEVATOR doing large business in corn, oats & seed, and 75-bbl. mill at sacrifice account of health. Investigate. L. S. Starr, Cardington, Ohio.

GRAIN warehouse, coal and lumber yard, 9 acres, dwelling, stables, clipper, feed mill. At Kempton on P. & R. Ry., Mahlon C. Dietrich, Kempton, Pa.

ELEVATOR and coal shed for sale, with 8-room house, barns and warehouses near. Good location; plenty of grain. Peter Lorenz, Hillsboro, Kan.

WISCONSIN elevator, with first-class equipment, for sale cheap; on N. W. R. R., 40 mi. from Milwaukee. Address Geo. H. Crowns, Port Washington, Wis.

ELEVATOR, lumber yard and coal business for sale. Excellent location. No competition. Price reasonable. For full particulars address Lock Box 60, Graettinger, Iowa.

ELEVATOR and tow mill for sale at West Salem, O. both in good repair. Failing health reason for selling. For further information call on or address A. Wanamaker & Co., West Salem, O.

GRAIN business for sale at two points, handling 350 cars last year, without opposition. One dump, 2,000 bu. capacity; one elevator, 6,000 bu capacity. S. E., box 7, care Grain Dealers' Journal, 10 Pacific-av., Chicago, Ill.

ELEVATOR and livestock business in eastern Neb. Good location, shipped 150 cars last year and will do as much this year. Good reason for selling. Dewey, box 10, care Grain Dealers' Journal, 10 Pacific-av., Chicago.

MY 1-3 INTEREST in Taber, Curtis & Co.'s new elevator, built last year, capacity 145,000 bu. bot and shipped 580,000 bushels last year, big crop of corn to handle this year. Inquire of F. R. Curtis, Remington, Indiana.

TWO elevators doing good business for sale on reasonable terms. Hardware and implement business in connection with one elevator and dwelling house and lots with other. Will sell together or separately. First class reason for selling. Could fit out if desired a line of these houses with good central location, telephone connection, etc. J. R. Martin, Sullivan, Ill.

ELEVATORS WANTED.

OHIO grain elevators wanted to lease with privilege of purchase. S. A. Pool, Quincy, O.

ELEVATOR wanted at good station in Nebraska. N. C., box 9, care Grain Dealers' Journal, 10 Pacific av., Chicago.

CENTRAL IOWA elevator wanted to buy. Address W. F., Box 8, care Grain Dealers' Journal, 10 Pacific-av., Chicago.

GRAIN elevator wanted to lease with privilege of buying in good location, Ill., or Ind. Give particulars by mail. W. D. McClure, Hildreth, Ill.

ELEVATOR or line of elevators wanted to buy or rent in Ala., Neb., or Kan. G. D. C., box 10, care Grain Dealers' Journal, 10 Pacific-av., Chicago.

WANTED, to lease with privilege of buying, a grain elevator in good location, Iowa or Minnesota. Give full particulars by mail. Address G., Box 5, care Grain Dealers' Journal, 10 Pacific-av., Chicago, Ill.

SCALES FOR SALE.

NEW 4-ton Fairbanks wagon scale for sale. E. E. Hollister Co., Quincy, Ill.

FAIRBANKS standard 30,000 hopper scale, bearings as good as new. J. M. Davison, Colfax, Ill.

FAIRBANKS track scale for sale, 60-ton, 34-ft., good as new; price, \$250. A. K. Knapp, Minooka, Ill.

FEW 2nd hand hopper, wagon & R. R. track scales for sale, Fairbanks pattern. U. S. Scale Works, Terre Haute, Ind.

ELEVATOR SITES.

LOCATIONS FOR ELEVATORS

in Illinois, Iowa and
Minnesota on the line of the

Chicago Great Western Ry.

Opportunities for men with capital to invest in paying modern elevators. No section of the country is so free from crop failures. Write for maps and full information.

W. J. REED,

Industrial Agt., C. G. W. Ry.
604 Endicott Bldg.
St. Paul, Minn.

MACHINES FOR SALE.

SHUCK-SELLER, 4-hole Marseilles, for sale cheap; nearly new. A. Moseley, Quana, Tex.

OAT CLIPPER for sale, standard make, good condition, cheap. D. P., Box 8, care Grain Dealers' Journal.

SHELLER and cleaner combined for sale: 1 Marquis Ear Corn Feeder. Bennett Thompson & Co., Melvin, O.

MILL wanted to grind all grains, with 3 pair rolls, sharp and well fitted. H. Boettger & Sons, Two Rivers, Wis.

OAT CLIPPER for sale. No 2½ Invincible. A good secondhand machine. Address Rider Grain Co., Kentland, Ind.

2 WELLS Warehouse Fanning Mills; new; cheap; light running; large capacity; none better. C. H. Adams, Marseilles, Ill.

EUREKA oat clipper, 800 to 1,000 bu. Condition perfect; displaced by larger machine same make. Address X. X., Grain Dealers' Journal.

REEL for sale: No. 3 Wilford & Northway Centrifugal; bot in '83 idle since '93. Good order except cloth. \$25. Jolly & Prunty, Grayville, Ill.

OAT CLIPPERS, secondhand, for sale at a bargain: two No. 5 "Eureka." Address R. B., box 7, care Grain Dealers' Journal, 10 Pacific av., Chicago.

MACHINES not in use can be sold by advertising. Get your money out of them; get the machines out of your way; sell them and reduce your fire risk.

No. 8 Invincible Receiving Separator, No. 3 Eureka Oat Clipper and 600-bu. Howe Hopper Scale, for sale cheap. W. D. Judd, 506 Cham. Commerce, St. Louis, Mo.

SCREW conveyor, elevator boots and belting, and Cyclone Dust Collector for sale. Write for catalog No. 326. The Chicago House Wrecking Co., W. 35th and Iron-sts., Chicago, Ill.

No. 4½ Scientific Feed Mill: two 20-in. Kaestner Vertical Mills: 1 corn-meal bolt 24-in. diam. x 5 ft.: also belting, shafting and pulleys. Address The E. E. Hollister Co., Quincy, Ill.

SEPARATORS, SCOURERS, OAT clippers, corn scourers, shafting and hangers, and mill and elevator supplies, for sale. Also dealers in secondhand mill and elevator machinery. Send us your specifications and we will do the rest. Address A. S. Garman & Sons, Akron, Ohio.

ROLLER FEED MILLS, GASOLINE AND STEAM ENGINES, new and second hand, of best makes at prices that are right. All styles and sizes. Boilers, shafting, pulleys, belting and flour mill and elevator machinery and furnishings at cut price. We corrugate rolls on best machines at large discount. Write us your wants. Jackson Manfg. Co., Minneapolis, Minn.

ENGINES WANTED.

GASOLINE ENGINES wanted, or will exchange. All makes and sizes. McDonald, 36 W. Randolph, Chicago.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

LEWIS 12-h. p. gasoline engine \$250, complete, in 1st class running order. F. L. Ream, Tower Hill, Ill.

A GOOD second-hand, 13-ft. by 48-in. boiler; a bargain. Write the Algona Milling Co., Algona, Iowa.

10-h. p. vertical submerged flue boiler, almost new, cheap. Grand Crossing Boiler Wks., 7424-6 So. Chicago av., Chicago.

GAS and Gasoline Engines, 2 to 25-h. p. For particulars address The Carl Anderson Co., Jefferson and Fulton-sts., Chicago.

FAIRBANKS-MORSE 28-h. p. Gasoline Engine, used 2 years, to trade for a steam outfit or sell cheap. John H. Doyle, Long View, Ill.

TWO 16-in. x 60-in. steel tubular boilers with full fronts. good condition: f. o. b. Chicago. M. box 10, care Grain Dealers Journal, Chicago.

Three engines with boilers and all fixtures, for sale. Atlas, 11x16, side crank: Eric, 11x15, center crank: Powell, 12x24, side crank. Address Geo. W. Alcock, Chanute, Kan.

MILLS FOR SALE.

MILL with facilities for handling all kinds of grain in Western Ind. A bargain for some one. A. & S., box 9, care Grain Dealers Journal, Chicago.

CEREAL MILL for sale, near Chicago, on three railroads, equipped with modern machinery for oatmeal, wheat flour and flakes, breakfast foods. Capacity, 150 bbls. daily. Address Siegel, Cooper & Co., Chicago, Ill.

GRAIN FOR SALE AND WANTED.

IF YOU do not find what you want advertise for it here.

BUCKWHEAT wanted; also rye and soft wheat. H. H. Emminga, Golden, Ill.

CHOICE lots of seed or grain can be sold at premium by advertising here. Try it.

SEEDS OR GRAIN of special grade or variety can be obtained by advertising your want here.

SOFT SPRING WHEAT for sale. Write for samples. Denver Elevator Co., Denver, Colo.

SEED RYE for sale, put up in bags in small lots at 65c f. o. b. Toledo, Ohio; bags extra. J. F. Zahm & Co.

HELP WANTED.

BOOKKEEPER wanted immediately, reliable, experienced, in grain office. Good salary to right party. Write at once in own handwriting, H. L. Strong Grain Co., Coffeyville, Kan.

HELP—If you want an elevator superintendent, a buyer, a foreman, a bookkeeper, a machine tender or an engineer make it known to those connected with the trade by advertising your want in this department.

ELEVATOR man wanted at once, good, stout, not afraid of work, understand machinery, do ordinary repair work in dull time; manage other men working in his charge, and have general management of elevator. Salary, \$50 per month. H. L. Strong Grain Co., Coffeyville, Kan.

SITUATION WANTED.

POSITION, by man well experienced in grain and lumber trades. J. A. Williams, 607 Martin-st., Danville, Ill.

POSITION wanted as manager or bookkeeper for elevator company: 9 years experience, married, 32 years old, good references. S. A. Pool, Quincy, Ill.

SITUATION WANTED—as assistant bookkeeper for grain dealers. I give the value of any quantity of grain at any possible price in an instant. I am always on duty and never make a mistake. I will save you time and money. Salary \$5 a lifetime. Address Decimal Grain Values care Grain Dealers Journal, Chicago, Ill.

FOR SALE MISCELLANEOUS.

HANDLE FACTORY for sale, or interest, \$1,500. Good timber, 65-h. p. engine. John Wint, Chickasaw, O.

MACHINES WANTED.

EAR CORN elevator wanted, to handle 500 bu. per hour 30 ft. high; chain drive sprocket driven from countershaft 100 rev. E. D. Russell, Defiance, O.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second hand, can get their wants promptly supplied by advertising them in this department.

WANTED.

WANTED: party to put up a roller flour mill, 50 bbls per day, in connection with our elevator. Capacity, 135,000 bu. On railway: plenty of wheat: good location. Address Ranchmen's Milling & Elevator Co., Hooper, Colo.

Clarks Car Register.

Indispensable to grain receivers and large shippers. Affords ready reference to the entry or record of any car number.

All numbers are separated into 100 divisions, indexed by first and second right-hand figures, so one can quickly find the record of any car entered. In looking for 9840, turn to the marginal index for the unit 8, on that page find column 4, and follow blue line in column to figure 8, which will be the number wanted.

The book comprises double pages of heavy paper ruled in columns for initials, car number and record of 7,500 cars. Well bound, 11x14½ inches. Price \$1.50.

The same book, with space for registering 15,000 cars. Price \$2.50.

Sold by GRAIN DEALERS COMPANY,
10 Pacific Ave., CHICAGO, ILL.

DOCKAGE TABLES...

Show the amount of dockage at 1½ lbs., 2 lbs., 2½ lbs., 3 lbs., 3½ lbs., 4 lbs. and 5 lbs. per bushel for any sized wagon load of wheat containing from 2 to 600 bushels. This table is constructed to conform to the usual custom of dropping all odd pounds in the weighing of wheat. It is printed on strong cardboard from heavy faced type.
Price, 10 cents each.

FOR SALE BY

GRAIN DEALERS COMPANY,
10 Pacific Ave., CHICAGO.

IF YOU WANT

To buy, sell, rent or lease an elevator, or buy or sell machinery, try a liner ad. in the GRAIN DEALERS JOURNAL; its inexpensive and effective.

GRAIN DEALERS JOURNAL

10 PACIFIC AVE., CHICAGO, ILL.

190...

Gentlemen:—Enclosed find One (\$1.00) Dollar for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

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LUMBER We sell to everyone at the same price, strictly whole-sale rates. We will sell to anyone.

JOHN SPRY LUMBER CO.,

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

CHAMPION CORN SHELLERS

last longer, and the expense for repairs is less than any other shellers. Many grain dealers are now using Champion Shellers put in 25 years ago. Write for descriptive circular.

R. H. McGRATH,

Established 1851.

Lafayette, Ind.

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USE THE Hurd Respirator

Made of Soft Rubber Durable, light and easy to wear. Air inhaled through a thin wet sponge, and exhaled through an automatic valve. Price, \$2. each; \$20. Per Dozen.

Morley Respirator Company, Saginaw, Mich.

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Rubber and Cotton (Rubber Lined) Fire Hose, Packing, Valves, Gaskets, Mats and Matting.

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TO WHOM IT MAY CONCERN:

I hereby give notice that I own and control the rights covered by Certificate of Patent No. 592,691, for purifying, bleaching and drying grain. I wish to advise the public that I will prosecute any person or persons using this process unlawfully; and that I will also fully prosecute any person who is infringing in any way upon the process covered under patent number above designated.

I will reward any person who will notify me of any such process being used without my knowledge or consent.

Address all communications to

E. F. CAZALET.

Care of McCray, Morrison & Co.,
KENTLAND, INDIANA.

WE SELL

MILLS AND ELEVATORS,

CORRUGATED IRON SIDINGS,
ASBESTOS ROOFINGS,
ASBESTINE COLD WATER PAINT.

We will be pleased to give information and prices.

Gate City Roofing & Metal Co.

416 Delaware St., Kansas City, U. S. A.

R. ADELBERT DEWEES,

ATTORNEY AND COUNSELOR,

SUITE 814 TACOMA BUILDING,

CHICAGO.

Every Cent That You Put Into a Monitor Scourer Yields a Money Return.

It means money in your produce—you can always depend on perfect work, saving thereby broken grain and waste of good stock—money saved.

It means less money for repairs, because the Monitor Machines are the best that a conscientious attention to reputation can produce.

It means a long, faithful and thorough service.

You can't get a better machine, and it's odds against you that you won't get as good, anywhere.

We want an opportunity to talk to you—to show you where its good points are—what it has done—what it is doing. We want to send you some literature that will give you an opportunity to judge for yourself, and if you will write us we'll be glad to send our literature to you, or maybe send a man who knows his business, to tell you all about it.

HUNTLEY MANUFACTURING COMPANY,
Silver Creek, N. Y.

GRAIN DEALERS JOURNAL

GRAIN DEALERS COMPANY.

CHARLES S. CLARK, Editor.
J. CARVER STRONG, Advertising Representative.
R. ADELBERT DEWEES, Attorney for the Company.

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CHICAGO, ILL., NOVEMBER 25, 1900.

WANTED, a box car which will hold grain. Send quick. Many Grain Dealers. Everywhere.

Have you written your Congressman demanding the repeal of stamp tax on transactions in grain? Why not write him to-day?

More passenger elevators are being placed in grain elevators than ever before and naturally the work of operators is being performed more satisfactorily.

Pacific Coast wheat is said to be finding its way to Duluth and Minneapolis. It would seem that the freight rates are high enough to forbid very much of it taking that route.

The inspection of scales by a scale expert two or three times a year will generally prove to the grain shipper, that he can not afford to have scales inspected less frequently.

The shipper who has corn sold for November delivery and is unable to obtain cars, needs the service of a live, fighting lawyer to assist him in obtaining what is rightly due him.

The scoop man who obtains printed letter heads and tries to pose as a regular grain dealer has sufficient cunning to outwit any track buyer, who will credit him with honest intentions.

The members of the railway and warehouse commission of Illinois are emphatically demanding that the State Law be amended, so as to require elevator companies to register storage certificates for cancellation before being permitted to deliver grain. With recent experiences, as striking examples of what may occur under the present law, surely it ought to be a very easy matter to in-

The members of the grain trade seem to be agreed that the interests of grain growers, as well as dealers, demand that the crop reports compiled by the government be made reliable or their issuance be discontinued.

If you want to obtain a good price for that old corn before the November corner has collapsed, don't take chances and mix a lot of new with it. You will get much more profit out of the old by shipping it unmixed.

Two Chicago grain inspectors have recently been suspended, without pay for ten days, for grading a lot of 3 corn as No. 2. This seems to be a rather mild punishment. Inspectors who persist in making such errors should be expelled from the force.

In this number, the friends of the central will find a table compiled by an Indiana buyer who finds it of great assistance in replying to the farmers' question, "How much is that a bushel?" If any of our readers finds an error in the table, we would be pleased to know it.

Grain dealers have much to give thanks for next Thursday. There is Phillips and his corn corner, the associations which are rapidly increasing in number and thereby reducing the number of trade abuses, and last but not least, there is the Grain Dealers Journal. Don't forget it.

The telegraph companies are now perfectly willing to grant what the Chicago Board of Trade first asked of them, and were it not for the fact that the Board is disposed to protect a new company in distribution of quotations locally a settlement of this famous fight would now be at hand.

Country grain buyers, who buy corn by the hundredweight, should not overlook the fact that they can not afford to handle the hundredweight on the same margin of profit as they have been accustomed to handling a bushel. Some of the opponents of the hundredweight maintain that dealers will surely reduce margins to the old figure and thereby

The Good Roads Congress was held in Chicago last week, and the problem of building passable highways was discussed in all its different phases. The grain dealers of the country have much to gain by the advancement of this work. When roads are kept passable throughout the year, the grain dealer's business will not be suspended at intervals by reason of heavy roads.

reduce their profit one-third. By so doing, they will find it necessary to board with their wife's folks.

Any person wanting a first-class bugaboo, can obtain same at his own price by applying to James Butler, Topeka, Kan., would-be politician and author of the pamphlet entitled, "An Expose of the Grain Trust." You can fool some of the people all the time and all of the people sometimes, but you did not fool the people of Kansas this time.

If the demurrage charge for the delay of rolling stock is fair for shippers, it is just as fair that grain shippers should be paid demurrage for the delay of their grain in transit more than forty-eight hours in excess of train schedule. It is not asking much and surely no one can claim that it is unreasonable for the charge to be made reciprocal.

The falling elevators prompt us to call attention again to the fact that it is extremely dangerous to entrust the building of a grain elevator to a barn carpenter, or any other individual who has not made a study of the strains to which such a house must be subjected. By having an experienced man in charge of the work not only is a strong elevator assured, but oftentimes the cost for material and labor is materially reduced.

The farmers elevator company may succeed at some points, but we seem to hear of far more failures. The last is reported from Fosston, Minn., where the assignment of the manager was followed by the presentation of claims amounting to \$9,000 against the company. Naturally the farmers were panic stricken and all wish they had permitted the grain dealer to take the pittance to which he was clearly entitled.

The school buildings of Detroit have recently been the scene of many fires. Filling bins with slack coal has resulted in spontaneous combustion, and the saving by reason of cheap coal has more than been offset by an increase in the cost of insurance. Elevator men sometimes have the same experience. If you use coal of any kind, remember that it is far safer to store it in a house built apart from other buildings.

The managers of Chicago elevators, not equipped with modern grain driers, are having very discouraging experiences these days and cargo after cargo, which they attempt to have passed to the youthful Mr. Philips as contract corn, is refused. November has been one of several months during recent years in which a good drier could have been made to pay not only its first cost, but a large dividend on same. Some of the managers of cleaning houses are slow to learn that it pays well to be prepared for all

emergencies. Their harvest is a loss while the progressive operators who have equipped their elevators with up-to-date driers now keep them running continuously.

Shortages at St. Louis, especially in cars unloaded in the different yards, continue to be an irritating cause of dissatisfaction among shippers to that market. St. Louis receivers recognize the need of better weighing facilities and have worked to obtain relief, but so far, their efforts have been in vain. The more publicity given to shortages which occur, and the more vigorous the agitation, the sooner will relief be granted.

Minneapolis dealers have started an agitation in favor of the removal of American duty on the Canadian wheat. If the Minneapolis market was opened to Manitoba wheat, it would surely prove a good thing for Minneapolis and for Manitoba farmers, but there are many farmers in this country who will find it very difficult to see any good for themselves or the country in the free admission of Manitoba wheat.

The need for grain car ventilators was brought up at the Annual Meeting of the Grain Dealers National Association, and resolutions were adopted requesting railway companies to provide ventilators for cars, in hope that fewer shipments would deteriorate in transit by reason of being loaded or transported during damp, muggy weather. The expense would not be great and would prevent many losses now forced upon shippers by reason of their grain being detained in car an unreasonable length of time. Grain shipped in cars equipped with ventilators has arrived at destination in greatly improved condition, in fact some shipments have been raised a grade.

The action of the Grain Dealers National Association, as its recent meeting in Indianapolis, calling upon Congress to grant relief from the obnoxious stamp taxes in so far as they apply to transactions in grain was timely. The Ways and Means Committee is now in session in Washington considering what action is advisable in this matter. The members of the grain trade did not object to the tax so long as the revenue was necessary to the government, although the country grain merchant paid more taxes than any of his fellow merchants. Those identified with the manufacture and sale of proprietary medicines, malts and spirits are working hard to have their interests served first. They have sent delegations to Washington at frequent intervals, hence it behooves every grain dealer to write his Congressman repeatedly in behalf of relief from the stamp tax on grain

tickets, checks, telegrams and other transactions necessary to the grain business.

Several times we have taken occasion to call attention to the need of an effective mixing device, which would enable country elevator men to load cars with grain from different farms without being suspected of attempting to plug the load. Mixing grain so thoroughly, as to make the product appear to be of uniform quality, is a science which receives far too little attention from country shippers. He who first devises a perfect mixer and educates country elevator men in its profitable use, will reap a rich harvest for himself and make money for the shippers. The awkward manner in which grain is now loaded into cars from different bins frequently results in the entire lot being given grade of the poorest grain in car and the shipper suffers the loss.

The discussion of different problems, at the recent meeting of the Grain Dealers National Association, and especially opinions expressed between sessions by many of the progressive grain dealers in attendance, again emphasize the necessity of the time and energy of the National Association being devoted to work of national character. Local problems should be handled by local and state associations. They being on the ground and in closer touch with local needs of the dealers, and also more familiar with the varying conditions existing in the different localities, are in an advantageous position to promote such work. It would be far better for the entire trade, if the National Association would give its entire time to the larger problems.

The Department of Agriculture has recommended the appropriation of \$20,000 for the investigation of causes leading to the deterioration of grain in transit, both by rail, lake and ocean steamship. Frederick V. Coville, of the department, was in Chicago this week investigating the city's facilities for drying, and collecting such other facts as may be of assistance to the department in taking up this work. Complaints from foreign exchanges, to the department, have prompted it to recommend the appropriation. Surely it would be an excellent thing for the trade, could the matter be investigated carefully. Much of the grain shipped from the different ports of the Atlantic Coast, and the Gulf ports, has deteriorated in transit from causes which have not always been determinable. It seems that tramp steamers are to blame for much of the trouble, because they have no ventilators and take no precaution whatever to have grain arrive at destination in good condition. Careful investigation of the subject can result in naught but good to the trade and surely every

dealer will not have to look far to see his interests may be advanced by his using his own influence in behalf of the appropriation.

The trunk lines continue to make improvements in transportation facilities which will enable them to carry more grain and at lower rates without losing their much cherished profit, but they are not keeping pace with improvements being made in the facilities for transporting grain by the Great Lakes. The establishment of new lines of vessels, the building of new elevators on the lakes and the opening of new routes, all tend to divert export grain via the Great Lakes. Plans are now being perfected, which, if carried out, will result in much grain being taken from western lake ports to Europe during the season of navigation without contributing a cent to railroads. The cost of transportation is slowly but surely being reduced, and the competition between the lake and rail lines is certain to give the western exporter low rates at least seven months of the year.

There is a class of farmers' grain companies, or rather they are so styled, which are organized for the prime purpose of disturbing country markets in Iowa. Their stock is distributed among grain growers, who are encouraged to deliver their grain, to the farmers' elevators, by an assured premium of a quarter of a cent. The plan of the management is, however, to encourage farmers to take their grain to the elevator of the regular dealer and induce him to pay a quarter of a cent more than the market justifies. These farmer companies are not entitled to any standing in the trade. Their elevator is built not to handle grain, but to be used as a standing menace to the regular dealer. If track buyers would bid these disturbers one-fourth or one-half cent less than they do the regular dealers, who are compelled to compete with them, they would disarm them and enable the regular dealers to do business at a profit.

A few enterprising merchants at Winona, Minn., are forming an Association to raise a fund to be turned over to the grain dealers of the town to be used in paying farmers a premium of one cent a bushel for grain. The merchants are disposed to believe that the premium will bring enough extra trade to their town to make it a paying investment. It would not necessarily inflict a loss of the grain merchants, but is surely would disturb the grain market and make the farmers dissatisfied with even the cent premium. It might be that the merchants of adjoining towns would follow suit. It would be far better for the grain dealers, and for the Winona merchants, if they would

let the grain market alone. The grain dealers might be drawn into a fight with those of the surrounding towns. If they wish to draw trade from their nearby rivals, they would get far better results by using the cent in advertising their goods to farmers who generally trade elsewhere.

Competition is credited by many dealers with forcing them to pay the same price for all grain received from growers. No doubt such a condition is possible where the discriminating buyer has not the nerve to refuse to pay same price for low grades as for the best of the grain received. There are several tricks, however, better than this, which, if played with a shrewd hand, generally compel the non-discriminating buyer to revise his rules for buying. For instance, an Iowa corn buyer who objects most strenuously to accepting all corn at the same price, gave his stubborn competitor a very expensive lesson in the advantages of paying for corn according to its value, by bidding high for the good corn and so low for the soft and inferior corn, that his competitor soon had his cribs filled with corn of a very undesirable quality. The next season the buyer was content to discriminate very sharply in favor of the best corn. Another example of the non-discriminative, high-headed, independent buyer, who is not willing to buy wheat according to grade, has recently come to light in Ohio. All wheat looked the same to him, and the bigger the load, the greater his joy. Despite the fact that the crop was somewhat short in his district this season, his house was soon filled. Great was his grief when he commenced to ship, for the inspectors and buyers at destination discovered that the wheat was musty. A very discriminating buyer in a market not far distant had purchased about 15,000 bushels of musty wheat from farmers at 6 cents discount, and the farmers were more than satisfied. The market kept advancing and the non-discriminating buyer jumped at the opportunity to buy wagon load after wagon load of the musty stuff from farmers, who came from—he cared not where—at the ruling market price. It is fair to suppose that next season wheat will be bought by grade in his market.

An estimate of the wheat crop will be issued by the government before Dec. 10.

Overton Lea, of Nashville, has just returned from an investigation of agriculture in Europe. He says: There is a growing disposition in England to go extensively into the growing of grasses, which seems to be a very profitable business. The farmers are planting more grass every year, raising live stock, and I believe they will eventually give up grain growing for the stock business. Their grain crops run very heavy, from forty to fifty bushels to the acre, but they have to use so much fertilizer that the crops are generally without much profit.

BURSTING OF A KANSAS ELEVATOR.

In their eagerness to obtain an elevator at small cost some grain men prove themselves to be willing to endanger their own lives and property and the lives of their employes for the chance of saving a pittance. Presuming that the first cost of an elevator is the principal sum to be considered they call in a local barn builder, hire him to plan the house after their ideas and boss the job.

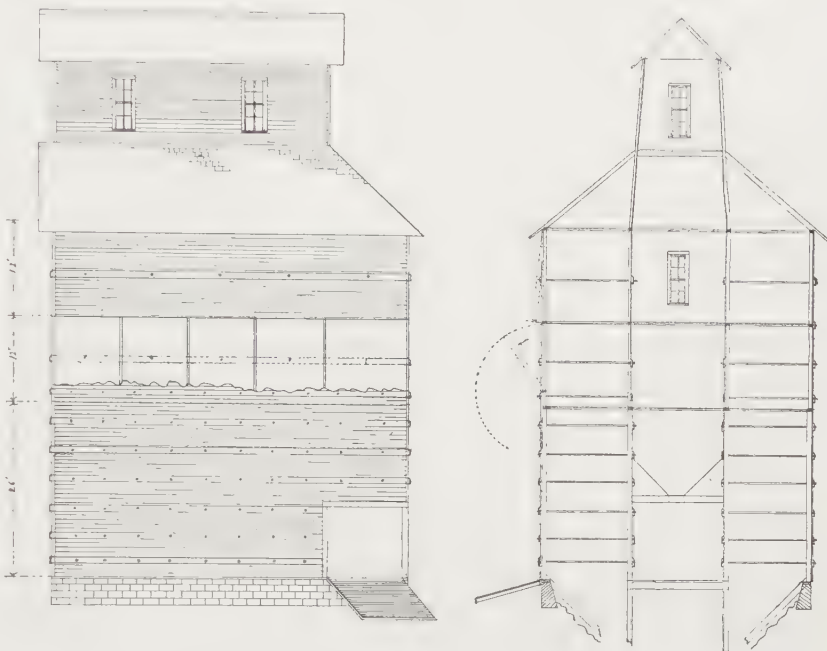
They overlook the fact that any extra amount they pay to the professional elevator architect for his valuable services will quickly be returned to them with compound interest, in the form of reduced amount of power, labor and materials required to build and operate the elevator.

Some barn builders use materials with a prodigality that doubles the cost, while others use it so sparsely as to construct a weak house that will fall the first time

it instead of overlapping and being firmly fastened to it.

"The first story is well rodded, as is shown in the sketch, while the second and third stories have but few rods and their weakest points are entirely without support. About 18 inches above the first story studding was a girder held by rods, two extending thru each bin. Above this about 5 feet was another girder of 2 inch stuff, which was supposed to be held in position by one rod thru the middle of each bin. At the top of this section was the unsupported plate. The third section or story was supported by rods about the middle.

"The second section gave way about 38 feet from the foundation, the studding on that side of the house were all broken off over the girder, 18 inches above the plates and the entire section fell to the ground. The top section hangs out about a foot, as is shown in sketch.



Elevator Which Burst at Wellington, Kansas.

it is loaded. Such an elevator was constructed at Wellington, Kan., some time last year. It held grain very well for a while, but about 9 a. m. October 31, it became weary and let about 15,000 bushels of wheat fall to the ground.

We are indebted to W. W. Lockwood, elevator architect and builder, of Winfield, Kan., for the sketch of the wrecked elevator, shown herewith. He was in Wellington the day following the collapse, and writes: "I am sending you a rough sketch which will give readers of the Journal an idea of the present condition of the building. You will wonder why it burst so near the top, but after an examination of the building you would wonder why it stood so long. The elevator was a frame structure 38x50 and 50 feet high to the square. The first story is 28 feet high, built of 2x8 studding. The second and third stories are 12 feet each and built of 2x6 studding. The main walls and partitions are irregular in height and the plates of each story do not meet and overlap at the corners as any carpenter of ordinary skill would have them do. The outside plate at the top of the fallen section extended from end to end and the plates of the cross partitions butted against

"If one were to write specifications for a building with every detail exactly as this one was constructed it would appear to be an exaggerated burlesque on an original plan. The rods were light with single nuts of even size of rods. The washers were of a star ribbed pattern, cast iron and only about 1-2 inch thick. Some nuts were stripped from the rods, some washers broke and allowed the head to pull thru, while other rods broke in the threads."

The elevator was owned and operated by Kramer Bros., who built it during the fall of 1899. No one was hurt, but the owners suffered a loss of about \$2,000.

Grain cargo insurance has been much simplified during recent years by the adoption of the joint policy first introduced six seasons ago by the British and foreign combination. The joint policy was adopted this season by the United States Lloyds. Instead of a separate policy being made out for each company interested in a cargo only one is executed, on a percentage basis, which not only simplifies the business, but does away with a large amount of clerical work and lessens the liability of errors.

LETTERS FROM THE TRADE

UNJUST INSPECTION AND WEIGHING.

Grain Dealers Journal: How can shippers best protect themselves against unjust inspection and weighing? A recent case under our notice was of dry, re-cleaned rye testing 56 1-2 to 57 and sold to track buyers as Mich. No. 2, only to be reported weeks after (when market had declined) as grading No. 4 at Baltimore. A discount of 10 cents per bushel was demanded, the claim being made that car "contained a few damaged grains!" Was there ever a car of grain which by hand-picking would not have yielded a similar result?

Another way some receivers seem to have of protecting themselves against loss on grain arriving on a declining market is to shorten the weight more or less. I would be pleased to hear the experience and suggested remedies of others.

Of late the writer has tested scales just before loading car, also tested each hundred bushels of grain as it was loaded; and while this gives positive knowledge of amount and quality of grain at time of loading, it might be of little avail when car is hundreds of miles distant and markets lower everywhere.

It has sometimes seemed that a system of blacklisting undesirable receivers or market places might be devised which would be of benefit to shippers, tho there would be difficulties attending. Let others write. A. E. Lawrence, Decatur, Mich.

NO DAMAGED CORN FROM ILLINOIS.

Grain Dealers Journal: In the Chicago reports of the receipts and inspection of corn it has been stated that a great deal of poor corn has been coming to that market, and that central Illinois has much poor corn rotten at the cob.

This is a great surprise to us. We have received and shipped over 100,000 bushels and not a car has graded under No. 3, and some of it No. 2. With the exception of a couple of cars to Chicago it has gone mainly to the Decatur mills, to Cincinnati and to Louisville.

We have a letter in hand now from Louisville, dated Nov. 9, saying that they have not seen a single car of No. 4 corn in that market on this crop. They also say they do not get any reports of damaged corn from Illinois correspondents. Some of our neighbor shippers have been shipping to Detroit and they have told us this week that they have received returns from a considerable number of their shipments and they have graded No. 3 or No. 2. We shipped a few scattering cars to St. Louis early, which graded No. 3.

In all our experience of 30 years in the grain business we have never seen a more thoroly matured crop of corn in this state. We have met dealers who do business in Piatt, Champaign, Macon, Sangamon, Montgomery, Christian and Shelby Counties, and the universal report is that the corn is good in quality and in yield. If any part of Illinois has poor corn or corn rotten at the cob it is something foreign to us, and we would like to know if the reports sent out by the Chicago papers are warranted or whether

they are for the purpose of justifying a lot of inspection of low grade. We notice that Toledo has a liberal percentage of No. 4 corn. We do not know where it comes from. Pratt-Baxter Grain Co., Taylorville, Ill.

SHORT WEIGHTS AT ST. LOUIS.

Grain Dealers Journal: We find the outturn from weighing of grain at East St. Louis, Ill., to be absolutely unbearable. In fact so much so that we have discontinued selling stuff there. We think the Grain Dealers National Association should take some vigorous steps in this matter.

Country shippers are complaining bitterly of the outturn of their weights at East St. Louis. If commission merchants there want country trade they must see that the outturn weights are

and some L. E. & St. L. The following is copied from a letter we received from a St. Louis house on Nov. 11:

....While cars are marked M. & O. Yards and L. E. & St. L., etc., these were weighed and sacked in the cars—part were weighed at the Traders Elevator and a few cars "city scales" this side. These are marked "St. Louis Scales" and were weighed by city weighers, nearly all of them this side, and either at North Market, Main and Carr or 8th and Gratiot, all three scales being controlled by the city. E. R. Ulrich & Sons, Springfield, Ill.

A HANDY TABLE FOR CONVERTING CENTAL PRICES INTO BUSHEL PRICES.

Grain Dealers Journal: I note in reading the replies from Ohio dealers, espec-

Date	Car No.	Bushels In	Bushels Out	Bushels Short	Weighed At
June 2 1900	20,619	504-00	493-20	11	.....
July 10	25,388	1,295-20	1,247-16	48	St. Louis Scales
July 18	21,560	1,549-02	1,527-14	22	Traders Elevator
Aug. 4	10,001	550-00	516-50	34	.....
Aug. 20	20,172	1,285-50	1,261-08	24	St. Louis Scales
Aug. 20	309	1,307-06	1,293-04	14	St. Louis Scales
Aug. 20	20,665	1,287-26	1,276-18	11	St. Louis Scales
Aug. 21	20,269	1,156-08	1,131-18	25	.....
Aug. 23	4,263	1,381-08	1,371-08	10	.....
Aug. 24	19,636	1,563-24	1,533-04	30	Traders Elevator
Aug. 25	4,112	1,281-08	1,267-26	14	.....
Aug. 25	294	1,250-00	1,239-12	11	.....
Aug. 25	20,357	1,402-11	1,368-14	34	Stock Yards
Aug. 25	20,740	1,414-12	1,386-03	28	L. E. & St. L.
Aug. 25	7,302	1,260-20	1,240-30	20	.....
Aug. 25	21,066	818-24	807-24	11	.....
Aug. 26	138	1,128-28	1,106-11	22	.....
Aug. 27	8,600	1,096-16	1,071-18	25	Traders Elevator
Aug. 29	844	1,581-08	1,564-04	17	M. & O. Yards
Aug. 29	4,034	1,635-30	1,618-24	17	St. Louis Scales
Aug. 29	20,909	1,406-08	1,384-24	18	M. & O. Yards
Aug. 29	12,840	1,281-08	1,261-28	20	.....
Aug. 29	20,834	1,222-16	1,200-10	22	.....
Sept. 14	20,456	1,307-26	1,294-02	13	Compton Av @
Sept. 14	274	937-16	900-25	37	Andrews & McClelland
Sept. 15	20,370	1,187-16	1,137-25	50	Nashville, Tenn.
Sept. 18	8,670	1,235-30	1,219-29	16	@ Bartlett Com. Co
Sept. 18	20,981	1,391-13	1,377-16	14	Main & Carr @
Sept. 18	20,752	1,715-20	1,662-16	53	Stobie Cereal Mills
Sept. 19	3,135	1,786-00	1,767-06	19	Traders Elevator
Sept. 19	7,596	1,600-00	1,511-28	88	C. D. Milleson, E
Sept. 20	12,889	1,348-14	1,337-26	11	St. Louis
Sept. 22	20,739	733-20	697-40	36	Hay Exchange
Oct. 4	6,066	606-30	685-10	11	.....
Oct. 8	21,284	1,589-27	1,562-26	27	Traders Elevator
Oct. 8	12,181	1,603-29	1,585-30	18	Traders Elevator
Oct. 10	10,708	1,568-24	1,550-26	18	Wiggins, E. St. L.
Oct. 10	8,055	1,543-24	1,519-03	24	Wiggins, E. St. L.
Oct. 12	14,951	1,526-18	1,500-29	26	Wiggins, E. St. L.
Oct. 12	4,539	1,381-26	1,323-28	59	Wiggins, E. St. L.

Shortages at St. Louis.

nearer the weights into the cars. If commission houses in St. Louis want to do business they should see that business is done on business principles. The idea of letting their stuff go to Tom, Dick and Harry to be weighed is simply ridiculous. The grain dealers association should find out where they get good weights and insist on making no sales except to such elevators. We think this will soon bring things to a focus.

We inclose list of cars, given herewith, in which it will be noted that some of these cars are marked M. & O. Yards

ially that of O. W. Ross & Co., regarding the trouble of explaining to farmers what a certain price per 100 pounds would be per bushel, that some find it troublesome to calculate.

I penciled off a list from 30 cents to 60 cents per 100, which we keep at a convenient place near the scales, and by which we can tell at a glance. We give this for publication for the convenience of grain dealers who are buying corn as it should be bot, by the 100 pounds. This table will be found correct.

We are paying 42 cents here to-day, Nov. 15. No other firm within 40 miles of us that we know of is buying by the 100 pounds. Farmers like it here. J. S. Hollowell, president Montezuma Mill Co., Montezuma, Ind.

Timothy seed—Wisconsin 46, others 45 pounds to the bushel. Barley from 32 pounds to 50 pounds. Buckwheat from 40 pounds to 52 pounds to the bushel.

Thus we can show you through all the different states and find so many unequal weights to our bushel system.

Per Cental of		Per Bushel of			
100 lbs. cents.	68 lbs.	70 lbs.	72 lbs.	74 lbs.	
30	20.40	21.00	21.60	22.20	
31	21.08	21.70	22.32	22.94	
32	21.76	22.40	23.04	23.68	
33	22.44	23.10	23.76	24.42	
34	23.12	23.80	24.48	25.16	
35	23.80	24.50	25.20	25.90	
36	24.48	25.20	25.92	26.64	
37	25.16	25.90	26.64	27.38	
38	25.84	26.60	27.36	28.12	
39	26.52	27.30	28.08	28.86	
40	27.20	28.00	28.80	29.60	
41	27.88	28.70	29.52	30.34	
42	28.56	29.40	30.24	31.08	
43	29.24	30.10	30.96	31.82	
44	29.92	30.80	31.68	32.56	
45	30.60	31.50	32.40	33.30	
46	31.28	32.20	33.12	34.04	
47	31.96	32.90	33.84	34.78	
48	32.64	33.60	34.56	35.52	
49	33.32	34.30	35.28	36.26	
50	34.00	35.00	36.00	37.00	
51	34.68	35.70	36.72	37.74	
52	35.36	36.40	37.44	38.48	
53	36.04	37.10	38.16	39.22	
54	36.72	37.80	38.88	39.96	
55	37.40	38.50	39.60	40.70	
56	38.08	39.20	40.32	41.44	
57	38.76	39.90	41.04	42.18	
58	39.44	40.60	41.76	42.92	
59	40.12	41.30	42.48	43.66	
60	40.80	42.00	43.20	44.40	

Table for Reducing Cental Prices to Bushel Prices.

BUYING EAR CORN BY HUNDRED WEIGHT.

(From a paper read by C. A. Bissell, Antwerp, O., read at Annual Meeting Grain Dealers National Association.)

Buying ear corn by the hundred weight is no new subject to many of us. Those that buy ear corn by the hundred pounds would be glad to see further reforms, to include all kinds of farm products bought and sold by the cental. I firmly believe it will come in our days. It is in the march of progress. The progressive dealers over our broad land will adopt it. When that time does come it will be like the measles, because contagious. Let it come in any form. We welcome it.

I will attempt to show you the advantages derived by us all when it is adopted. Pardon me for digression. I can't help it. What is good for one kind of product is certainly good for all products coming under the head of grain and seeds.

Let us adopt the metric system. It was legalized in the United States in 1866. It is in general use in many countries so inferior to ours that it makes me blush for our indifference. It is in general use in Austria, Belgium, Columbia, Ecuador, Argentine Republic, Mexico, Egypt, France, Greece, Italy, Japan, Netherlands, Persia, Spain, Switzerland, Turkey, Uruguay and Venezuela. It is permissible and in partial use in Great Britain, India, Norway, Sweden, Denmark, Russia and the United States.

Let it be adopted in all our states. Let us broaden when once that is accomplished and get our sister nations who do not use it to join hands and get into our procession. It can be and will be done.

Let me give you some of the peculiar weights which have been legalized by our legislatures in our United States of America to make what is called a bushel.

Ear corn—Indiana and Ohio has 68, Michigan, Illinois and Missouri has 70 pounds to make a bushel.

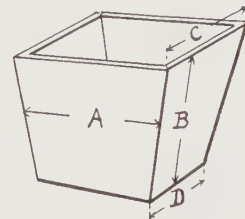
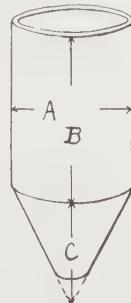
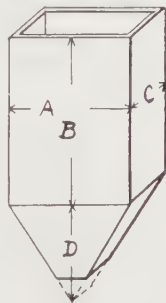
Shelled corn—California, Illinois, Missouri, 52 pounds; New York 58, North Carolina 54, other states 56 pounds to the bushel.

Oats—Connecticut 28 pounds, Massachusetts and New Jersey 30 pounds, Kentucky 33 1/3, Oregon 34, Washington 36, Missouri 35, others 32 pounds to the bushel.

Rye—California and Illinois 54 pounds, Louisiana 32 pounds, in other states 56 pounds makes the bushel.

Clover seed—New Jersey and Colorado 64 pounds and other states 60.

A firm doing business in our state finds many times the needs of an attorney to help him in his difficulty which may arise from this unequal bushel but that would not occur if we traded by the 100 pound system. At Baltimore they



Determining Capacity of Crib.

buy ear corn by the barrel. Over in old staid England they quote by the quarter. How many grain dealers know anything about a barrel or a quarter. It might be a large or a small barrel. No, it is one of those cases to help rack our brains. They require 5 bushels of 70 pounds to the bushel to make that mysterious barrel. Now let us look at the quarter. It is the quarter of the long ton of 2240 pounds which has about passed out of use in our land. But that quarter is still quoted in England.

I am truly glad we do not live there. I think we are entitled to a fixed unit. Let us all work for it. I believe it will come and it is my earnest desire to see it. Let us work in concert. In union there is strength. A good strong pull altogether will accomplish wonders. By its use we arrive at a conclusion so much quicker. We eliminate errors. We overcome all common fractions which comes in the old style by the bushel. We save time in explaining what we take for a bushel of ear corn. Have a market board with your prices marked in plain figures by the 100 pounds and by the bushel. It saves many questions. We in our country are strangers to the bushel in ear corn. Organize either in county or divisions. Adopt by resolution. If you have a dealer who refuses to come in go after him in a manly, gentlemanly way. If at first you do not succeed go again, keep on going and you will get him. We live in the age of progress and must keep time to the beat of the drum. It is in

the air. We inhale it. We can't help it. Let us march in the metric system band and as we go we will increase in numbers. Get on the move, agitate it. The more you work it the better it becomes. Work in an earnest, enthusiastic way.

Let the East, West, North and South join hands and unite in this the most progressive of reforms. When you are thoroughly established in the new way you will wonder why you did not commence sooner.

Come in and help us in this good work. Join our cental brothers and be a unit in the cause. We are the most prosperous nation on our globe. Let us be among the first in this great and glorious country. Commence buying ear corn by the 100 pound and in a few short years let other reforms on this line be made.

ASKED AND ANSWERED

DETERMINING CAPACITY OF CRIBS.

Grain Dealers Journal: Please explain how we can determine the capacity of corn cribs, and oblige, I & D.

(First find the number of cubic feet contained in the crib by multiplying together the length, breadth and height, in feet. It takes about two cubic feet of sound, dry corn in the ear to make a bushel of shelled corn. Multiply the number of cubic feet by 4 and divide by 9, if corn has settled. If it has just been thrown into crib use 10 as a divisor. The result is the number of bushels after shelling. If crib is wider at top than bottom take the average width. If circular, square the diameter in feet, multiply by .7854, and multiply this product by the height, the result is the number of cubic feet. If a hopper, multiply the length, breadth and height, and divide this product by 3, the result is the number of cubic feet. If a cone, the contents are one-third those of a circular crib of the same base and height.)

GRAIN TICKETS CASHED FROM SEPARATE FUNDS.

Grain Dealers Journal: Referring to the description of grain tickets on page 295 of the last Journal we would like to know what is understood by the word "your funds." Does it mean that the banker has to keep a separate cash box or drawer and pay our grain tickets or checks out of the drawer, or can he pay the tickets out of his own cash drawer, and simply charge up every evening the total amount of grain tickets or checks paid for our account during the day? Ream & Kelso, Lostant, Ill.

Ans.: It is necessary for the banker or merchant paying grain dealers' tickets to keep the grain buyers' funds separate from his own. He can keep them in a drawer, cash box or his pocket; but they must be kept separate from his own in order to carry out the idea that he acting merely in the capacity of cashier for the merchant.

MEETING OF GRAIN DEALERS' NATIONAL ASSOCIATION.

The fifth annual meeting of the Grain Dealers National Association was called to order at 10:30 a. m., Tuesday, Nov. 20, in the Assembly Hall of the Board of Trade at Indianapolis, Ind.

President Warren T. McCray introduced Mr. Geo. G. Tanner, of the Indianapolis Board of Trade, who made the address of welcome in the absence of the President, D. M. Parry, from which we take the following:

On behalf of the Board of Trade and the city of Indianapolis, I bid you welcome to this capital city of the Hoosier State. If there is anything we can do to make your stay here pleasant we want to do it. Grain dealers meetings promote harmony and are productive of much good. There was a time when the grain dealer's lot was not a pleasant one, a time when the grain dealer was considered an enemy to the public, for years ago it was thought that the middle man made prices higher, but it was found that he was a necessity to the proper marketing of products, this law was repealed and to-day the grain dealer is recognized as a man of great utility. The grain trade has grown and now you are a necessity to us. Grain men regard a contract as sacred, and the successful ones must be honest men.

We hope you will enjoy your meeting here, come often and stay a long while.

President McCray responded as follows:

I believe I can safely say that I voice the sentiment of every visitor here assembled when I return to the members of this Chamber of Commerce our heartiest thanks for this courteous welcome extended to us today.

I am sure we will enjoy our visit in your beautiful city, and I hope we will form acquaintances which will be mutually pleasant and profitable to all. As a native of the great state of Indiana, I take pardonable pride and

our bountiful fields which produce so abundantly that to be a farmer is to be a king; to our God-given blessings, such as natural light, heat and power, together with our vast natural resources and mineral wealth; to our net-work of railroad lines reaching in all directions, delivering our diversified products to the markets of the world; to our churches and benevolent institutions, our schools and universities; our illustrious jurists and public men; our orators and warriors; our scholars and writers—all of which combine to cause the heart to quicken and a thrill of pride to pulsate in the breast of every loyal citizen of this great commonwealth.

We are indeed glad for the opportunity of meeting and becoming acquainted with the merchants and the business men of Indianapolis, the city beautiful.

Again, as president of this organization, I thank you for the kindly greeting you extend and for the courtesies you have shown us.

We meet today to review the work of the past year, and to study the present in order to improve the future. We meet to discuss thoughts and business ideas, to discuss plans to improve our business methods and to become acquainted with ourselves and with our neighbors. We come together to hear reports of the work being done by the various divisions and local associations, and to adopt such plans that will lead to the improvement of our conditions. I believe one of the most common things against the fullest measure of success of the average grain dealer is the insincerity of man. I have often thought that the grain buyers of our land are the most optimistic class engaged in business. It has occurred to me they do more for their customers, with less reward either in moral support or in a financial way. They have more energy, with a less per cent of returns than any man in business. This is not because the grain dealers in general have less business capacity or do not know how to conduct their business on business principles, but I think it is partly because they are not acquainted with, or do not have the confidence they should have in their neighbors. They often rely too much on the word of their customer and not enough on the word of their competitor. They frequently go on the theory that if they handle the customer's grain today without profit they will retain his good will and have an opportunity to handle his future business, hoping at that time to realize their just tribute. They deal too much in expectant profits and not enough in the kind that keep the bank balance in a good condition. To overcome these troubles is one of the objects of our association. We are not in any sense of the word in favor of high or illegitimate margins on grain, but we strive to secure

tion may be profitable and beneficial to its members, it is necessary that a great deal of time and labor be spent. I am sorry to say that our resources are so limited that we are unable to adequately pay our efficient secretary for the time and talent which he devotes to our cause. The membership is large enough to yield sufficient revenue, but there seems to be a general apathy on the question of paying dues. This should not be the case. The members should attend to this matter with the same promptness which characterizes a successful business man.

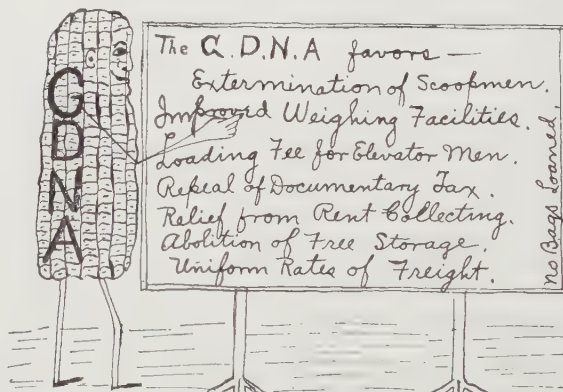
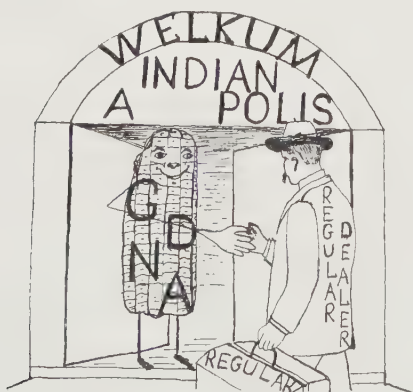
One of the most enjoyable and profitable features of meetings of this kind is that it broadens and develops the social part of our natures. We meet and form acquaintances at these annual gatherings which ripen into friendships that will last while life endures. The success of this meeting and the amount of good accomplished depend, not so much upon its officers as upon its members. I hope you will all take part in the discussion of every topic introduced. This is your meeting, and before its adjournment I hope to become familiar with the voice of every person present.

We have left our homes and our business to come together for a couple of days' discussion on interesting problems, and I trust when our deliberations are over and we take our departure we can recall with pleasure and profit the time here spent, and count it not lost.

The treasurer's report showed that during the past year the association had received \$1,202.15, expended \$1,018.58 and had a balance on hand of \$183.57.

The President appointed the following committee to audit the treasurer's books: C. A. Foster, Carnegie, Pa.; Ben Lude-man, Wolcott, Ind.; Sam Finney, Attica, Ind.

Secretary Charles S. Clark, in his report showed that during the year he had mailed 7,073 circular letters, 13,500 printed circulars, written 3,614 letters and 581 postals. He said: The scoopmen have made more work for the association than heretofore and been hounded more vigorously than ever. The trouble in country markets has been worse than any preceding year, but many differences have been adjusted and harmony restored. During the year we have added 76 new members of the association, 71 affiliated and



much pleasure in pointing to our peerless capital city, with its many busy industries, its substantial business blocks, its well-kept parks, its magnificent streets and avenues, its thousands of beautiful, home-like homes, all of which bear evidence of the thrift, energy, enterprise and business ability of her people. I am justly proud of her public buildings, her stately church edifices, our grand and majestic capitol building, and that matchless work of strength and art that will stand for all time a silent memorial to the patriotism and valor of Indiana's brave sons who sacrificed home and all that man holds dear to maintain unsullied the honor and glory of our country.

As a citizen of this great state, I welcome our guests from our sister states, and with the enthusiasm of a devoted son I would call their attention to the many advantages with which we are surrounded. I refer to our happy, contented, well-informed, industrious, home-loving people; to our beautiful cities and villages teeming with life, vigor and progressive spirit; to

for the dealer a just and reasonable recompense for the capital and energy invested.

There are many local and state associations which are doing grand work and can more properly and effectively handle these local matters, but there are other troubles which are more general in their nature and which create a necessity for an association national in its character and far-reaching in its influence. There is no occasion for any rivalry or conflict between this and any of the state or district organizations, as we are all working for the same end, and should adopt some plan to amalgamate and join forces and go hand in hand to meet and overcome the many abuses of the trade.

The past year has witnessed a healthy growth of our association. Many additions have been made and much good has been accomplished. More could have been done had the opportunity been given. One great difficulty which we encountered is lack of funds to carry on the work successfully. In order that this organiza-

5 regular, 10 dealers have paid up and resigned, 8 retired from business and 4 have died.

Three local divisions have been started during the year. The local and state associations need the national association's help in work of broad scope, while they are just as necessary to the national in the settlement of local differences. Cordial relations exist between the local associations and the national. I have had many complaints regarding discounts and altho much work has been put on each case, but few reductions have been secured. I have had one complaint against the Western Union Telegraph Co., the evidence is incomplete and investigation is still under way.

Some active measures have been taken to have the documentary tax repealed and letters have been sent to Congressmen. The loading fee question has been agitated and a copy of Mr. Lockwood's paper sent to every Freight Traffic Manager and Agent of railroads traversing the grain surplus states. Several complaints have been received regarding grain missing grade at Chicago, New Orleans, Baltimore and Richmond and investigated. Some sharp practices have been exposed and reports regarding shortages in shipments at St. Louis, Pittsburg, Baltimore and Buffalo published. It would be to the advantage of the association if it would select for secretary one who can give his entire time to the work.

The report was accepted.

M. McFarlin, Des Moines, Ia.: I do not think that all proceedings of this meeting should be published and move that Mr. Clark be appointed censor to look over all reports before they are published. Carried.

The President then appointed the following committees:

Resolutions: E. R. Ulrich, Springfield, Ill.; G. A. Stibbens, Coburg, Ia.; E. H. Wolcott, Wolcott, Ind.; J. W. McCord, Columbus, O.; A. H. Bewsher, Omaha, Neb.

Nominations: M. McFarlin, Des Moines, Ia.; W. W. Alder, Lafayette, Ind.; Fred Mayer, Toledo, O.; D. Hunter, Hamburg, Ia.; H. L. Combs, South Whitley, Ind.

New Members: A. R. Sawers, Chicago; B. A. Lockwood, Des Moines, Ia.; C. Rider, Kentland, Ind.; Ed. McCue, Pittsburg, O.; A. E. Hartley, Goodland, Ind.

W. W. Alder of La Fayette, Ind., spoke on the Necessity of Demanding Good Cars from which the following is taken:

I think at the present time most of the dealers would be glad to load any kind of a car, they are so scarce.

We are all in business for the money there is in it, so are the railroad companies. With us to make money is the object, but how to do it is the question. In the grain business there is so little profit that great care must be taken or our profits will go to the wind. The interests of the grain men and the railroads are mutual, one is a necessity to the other. Are the railroads doing their duty to the shipper and are the shippers doing their duty by the railroads? I believe they will do all they can to help the shippers and treat us as well as we treat them. I blame the railroads for not having kept pace with the demand in the building of cars. There is a great loss to them not to carry grain promptly. We should impress this on the railroads. I wrote to Buffalo and found out that 15 per cent of the cars received there were not in condition to load grain. Out of this number 2½ per cent should be consigned to the scrap pile.

We should try to impress the railways regarding this bad condition, by refusing to load any but good cars. We can then be fairly sure of our profits.

It is hard to get men to cooper cars properly. If we notify the agent that the car is in bad condition the railroad will have to make good the shortage. Careless men should not be in the grain business, some men think if one man can make money buying grain that they can. A grain man should be an educated man. Some get into the business with a lack

of knowledge of the conditions that confront him, and make a failure.

E. L. Rogers, Philadelphia: This is the first time I have had the pleasure of attending your meeting and hope it will not be the last. When we receive a car that is leaking we notify the railroad, make a claim and it is paid. The name of the association is national. You should have more eastern men and by making an effort you could increase your membership east and do us both good. It is well for grain men to know each other.

John Ross, Brookston: I have spent a good many dollars for lumber and nails

tell the agent I sold my grain to so and so and cars were set in promptly, but they got on to me and it was stopped.

W. W. Alder: A dealer is responsible for the losses due to the use of bad cars.

M. McFarlin, Des Moines.: In Iowa we have had less trouble than the dealers east of Chicago. I want to see the Grain Dealers National Association have the power to influence the railways in furnishing cars.

The Secretary then read two letters, one from J. B. Woodin of St. Joseph, Ill., which told of the deplorable car shortage in his section of the country.



Was Not Invited.

in cooping cars but never got any pay for same. When we have grain to sell we can't get cars, but see them go by our elevator. I have written to headquarters for cars but it does no good. The fault lies with the railroads; they know about the crops and how many cars it will take to move it. The shipper is a tool, a part of a machine. The railways let grain men starve, they neglect their best shippers. One car the railroad left for us was in bad condition. We spent two hours repairing same. After it was loaded the engine bumped it and the sides burst. We never got one cent for damage.

F. P. Lint, Atchinson, Kan.: Our secretary is in close touch with the superintendent of the different railways. He reports every bad car to them and the cars are ordered in and repaired. You want to get some man in close touch with the railroads.

Secretary Clark: In Chicago every car leaking is reported by the Board of Trade weighmaster.

H. S. Grimes, Portsmouth, O.: This is my first visit to the National Association. Mr. Alder thinks both shippers and railroads are to blame. I take issue. For fifteen years cars have been my hobby. The getting of cars depends a good deal to whom you sell your grain. I used to

The other was from Buxton & Appleby, Scircleville, Ind., stating the situation on the Lake Erie & Western Railway. This firm has sold grain for November delivery in Buffalo with no prospects at all for getting cars.

E. R. Ulrich, Springfield, Ill.: In Illinois a year ago there was a great shortage of cars. The dealers thought the cars were going west. During car famines if the rates advances the shipper has to pay it even though the grain was sold on old rate basis. This can be rectified by the dealers getting together and demanding remuneration for delay in getting cars. We should charge the railroads demurrage for not furnishing cars promptly. At the present time Illinois shippers are only too glad to load any kind of cars.

H. L. Combs, South Whitley, Ind.: I think the association is wrong to think the railroads are to blame. They have no control over their own cars after they leave their line. I think the railroads should have strict rules to enable the initial line to control its cars and that cars should earn a per diem and not a per mile charge.

H. S. Grimes: Elevator men are equipped to do business when it is offered,

so should the railroad companies provide cars.

J. A. Mouch, Mooreland, Ind.: Car reports are made every day and railroads know just where each car is. Railroads are buying terminal elevators and forcing us to ship to them. When the rates advance cars will be plenty.

The meeting adjourned until 1:30.

TUESDAY AFTERNOON.

The afternoon session was called to order at 2 p. m.

It was moved to draft a telegram to be sent at once to the Ways and Means Committee in session at Washington regarding the repeal of the documentary

together and become acquainted. Telephones now help dealers to keep posted.

At least 45 out of our 80 members are back on dues. It is worth a whole lot to every member to belong to the association and help support it.

The law is that railroads must supply local points with facilities for transportation. Dealers will submit to impositions before they will prosecute. But if we put this association back of us we can accomplish much.

The committee appointed to draft a telegram to be sent to the Ways and Means Committee made its report and presented a resolution instead of a telegram which the association adopted and

a State Association by electing a president, and secretary and treasurer. The secretary, if thought best, can fill both places. Then in each Congressional District, organize sub-districts with a similar set of officers. These sub-districts to be subject to the state organization. In each subdistrict, the President to be a member of the Governing Board of the State Association. The President of the State Association to be chairman of the Governing Board. Provide that each district have representation according to membership. Have only one salaried officer, and that to be the Secretary and Treasurer. The secretary to be a thorough grain man, who has had experience in the business in all its phases, from the smallest country shipper up. Require of him all his time, and when you have the right man, pay him well for his work. Do not expect him to do good service on a niggardly salary. The cost to each member of the association will be small, and the benefits so great that the individual members will wonder how they ever did business in the old slip shod way.



tax. The President appointed Capt. Russell, Des Moines, Ia., H. S. Grimes, Portsmouth, O., and F. F. Collins, Cincinnati, a committee to draft the telegram.

The President appointed the following committee to formulate some plan whereby the shortage of cars could be reduced. W. W. Alder, La Fayette, Ind.; P. E. Goodrich, Winchester, Ind.; J. D. Conklin, Kentland, Ind.; J. A. Mouch, Mooreland, Ind.; John Ross, Brookston.

G. A. Stibbens, of Coburg, Ia., Secretary of the Grain Dealers Union, of S. W. Iowa, read a paper on The Collection of Dues, which is published in this number.

E. H. Wolcott, Wolcott, Ind., told of the work of the Western Indiana Division of the G. D. N. A. He said in part: The work of the Western Division has not been as prosperous as that of other divisions. We started out enthusiastically, but the dealers seemed to think that the first payment of dues was all that was needed. The first thing to be accomplished is to get the dealers acquainted.

The question of free storage of grain is a serious one with us. All but a few dealers would agree to stop storing.

We should treat all farmers as business men and not give away to them. In one district the elevators do not give free storage, but in ours they think they have to do so. We have 80 members but only a small per cent are confronted by this storage proposition.

Last year we had a meeting regarding the car shortage. We employed an attorney and sent him to Cincinnati to take the question up with the railroads. It is unjust for the railroads to supply one point and discriminate against another. We should keep this question agitated all the time. We buy grain on the present market and shipping it on a future market brings us a loss.

It is beneficial for the dealers to get

a copy of it was mailed to each member of the Committee at Washington. It is as follows:

Whereas, The obligations and expenditures of the government do not require the full volume of money now being derived from the United States Revenue Law of 1898; and,

Whereas, Many of the taxes imposed under the provisions of the law should be reduced, while some of them should be repealed; and,

Whereas, It has been the policy in framing laws for national taxation to exempt from such taxation, in so far as is possible, those industries and employments which are directly related to and have to do with the necessities of life; and,

Whereas, The taxes for extraordinary revenue should be made almost exclusively upon luxuries and upon those industries which yield large profits; and,

Whereas, The grain dealer and the farmer have not shared in the general prosperity, with which the country as a whole is favored, equally with the merchant and the manufacturer; and,

Whereas, Grain in the process of its being marketed pays an accumulated tax quite unreasonable and in amount altogether inconsistent with the theory and intended operation of the law; it is hereby

Resolved, By the Grain Dealers' National Association, in convention assembled in the city of Indianapolis, State of Indiana, that the taxes imposed by the United States Revenue Law upon transactions in grain, should be repealed; and be it further

Resolved, That the general commercial welfare would be promoted if this repeal should take effect as soon as possible and bring needed relief to the farmer and the grain dealer, upon whom the law bears with undue and unwarranted severity.

The National Association's Field of Usefulness was the subject of a paper read by Capt. M. T. Russell of Des Moines, Ia., from which we take the following:

THE NATIONAL ASSOCIATION'S FIELD OF GREATEST USEFULNESS.

My answer to this is in organization. Any business conducted without organization will in the end prove a failure, as the financial wrecks by the wayside give ample proof. For example, any business or individual firm that succeeds in formulating the best organization is successful; while the failures come from that large class that ignore organization.

The problem to be solved is, How can the Grain Dealers' National Association organize the grain business so that it will benefit the greatest number? How to do this is a question that we differ on, perhaps. Not, I apprehend, in a general way; only in details. First, each state organize

The National Association should be organized by the State Associations, with a President, and Secretary and Treasurer. The Board of Control to be composed of the Presidents of the State Associations. The President of the National Association as chairman of this Board, and the National, as well as the State associations, to have but one salaried officer. Let that be the Secretary and Treasurer. The members of the Board of Control should be compensated for the actual time and expense incurred while attending to the business of the association. For Secretary and Treasurer, get a thorough business man, to be selected by the Board of Control, and pay him a salary sufficient to get the right man. You can see at a glance that all members are to have an equal interest and equal representation in the selection of all the officers in both the State and the National Associations.

The advances made in the manner of conducting the grain business in the past ten years shows clearly to me the need of a thorough organization. Take for example the State organizations of Nebraska and Iowa, especially the former, for that is the older of the two. The latter is nearly a facsimile of the former. In these states ten years ago elevator property could not be sold for fifty per cent of the first cost. Now the same property cannot be bought for one hundred cents on the dollar of its cost. Thorough and systematic organization is responsible for the change.

The Nebraska and Iowa Associations each have a thorough and competent business man for Secretary and Treasurer; young, active and enthusiastic in their work. We need the National Association as a Board to represent the grain business of the whole country. With that organization the grain trade would have a lever with which to enforce all just demands, and would at all times have the respect and attention of large corporations. Enforce business reforms that will never be attained in any other way. The office of President of the National Association would become an honor equal to like positions in other commercial bodies in large grain centers.

Hastily I have sketched a rough plan of organization of what seems to me a plan for organizations that will make the National Association the power it can and will exert in the commercial world, if adopted and carried out. It is not necessary that I should elaborate or go into details; each individual can do this, and when discussed and worked over, can be made in the end, what in my opinion is one of the first steps to be taken to make "The National Association's Field of Greatest Usefulness."

One other factor is necessary to reform old and slipshod methods of handling grain. Urge every grain dealer to take at least one live paper devoted entirely to the grain business. I have yet to find the dealer who takes and reads

such literature, who does not quickly go out of the old ruts, and is an up-to-date live grain man, always anxious to attend all grain men's meetings and keep up with the times.

Mr. Lockwood moved that the subject of Capt. Russell's paper be referred to a committee of five to act on it and see what could be done. Carried.

The President appointed the following dealers to act on this committee, which was also to include the secretary's of all the state or local associations: B. A. Lockwood, D. Hunter, John Ross, F. J. Wright and E. R. Ulrich, Jr.

F. F. Collins, Cincinnati: The Grain Dealers National Association should join the league of National Associations, which meets for promoting legislation. This league brought out the Cullom bill.

D. Hunter, Hamburg, Ia., Pres. of Grain Dealers Union of S. W. Iowa spoke on the work of his association in part as follows:

Prior to the organization of our association the territory, on the C., B. & Q. and St. Louis Railways was in bad shape, there was scarcely a station that did not have two or three scalpers, so we formed our association. At the first meeting nineteen dealers were present and we were the first association west of the Mississippi river, this was the beginning: The first object we had in view was to elect a secretary with back bone, one who could give it life, we succeeded in this. The first person the association tackled was a man in competition to me. We took the matter up with the commission houses and nearly all agreed to stop doing business with him. We found a good many scalpers among the receivers. When we got a membership of 100 members, we began to be recognized and then we made things hot for scalpers.

The dealers then commenced to fight among themselves, we overcame this in about six months and got them to go into a pool. But about every thirty or sixty days some new trouble would spring up.

livery time came he would not bring it as the price had gone up.

The Documentary Tax—Its Repeal was the title of a paper to be read by Jas. W. Sale, Bluffton, Ind., which in his absence was read by F. F. Collins of Cincinnati. This is published elsewhere in this number.

F. P. Lint, Atchison, Kan.: We had some money deposited in a bank for paying grain checks. The bank was entered, safe blown open, money taken and we were that much out, for the bank is not responsible for funds left for this purpose.

John Ross: We have a combined check and receipt that does not require a stamp. It has been authorized by the Internal Revenue agent.

Secretary J. W. McCord, Columbus, O., spoke on the Work of the Ohio Grain Dealers Association. He said:

We have had a grain dealers association in Ohio for twenty years. This year we have held two meetings. Spring and fall. The fall meeting was very interesting. Last year I stated we would give a report that would be a credit to us and meet with the approval, not only of our own members but also of our sister organizations. Briefly I will say that the work of the year has been successful. A quiet and peaceful condition of affairs generally prevails—all over our jurisdiction. No marked changes or radical measures have predominated in the work of the year, but the bond of good fellowship, the prevailing spirit of co-operation seems to obtain to a larger extent than ever before. Our dealers have been prosperous, despite the fact that we were shy on the wheat crop. This apparent deficiency has been met by an increased oats and corn business. Never before in the history of our twenty years as an association has the general business of our dealers been as satisfactory as now. The margin of profit has been excellent and the business done has been

continued prosperity and all blessings in general.

Our members and in fact our dealers who are not active members are interested in the work before us. They are quick to take hold of anything suggested for the good of the trade. The spirit of live and let live and that of the golden rule is in and amongst us. We predict for our association continued success and prosperity to its members.

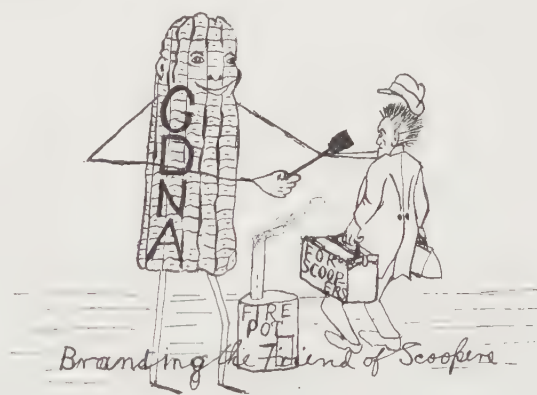
Secretary A. H. Bewsher of the Nebraska Association spoke of the Work of the Nebraska Association. He said: Our Association has progressed, we have carried on the same line of work with something more added. We organize; harmonize and realize. I think every dealer has realized 100 per cent on his investment and all property is paying well. In regard to free storage I do not know if there is a warehouse law in the state. We run on to the fact that there was a law in our state against farmers storing. I got instructions to prosecute all dealers storing and up to date I have not found one. I think there is less than 5 per cent of the dealers storing in Nebraska.

Dues are one of the important features in our association. We run it on business principles. If a dealer goes six months without paying his dues we draw on him and if he does not pay we expel him and notify members of our action. We have good goods to sell and they have to be paid for. I have here a booklet which is an expose of the so-called grain trust. It is issued against the Kansas dealers by politicians. I think the introduction of the book came from a Chicago commission man. I wish to say that dealers can not be too careful what they say and to whom they say it.

G. A. Wells, Des Moines, Secretary Iowa Grain Dealers Association read a paper on the work of his association which is as follows:



Knocking out Scoopmen



Branding the Friend of Scoopers

In going into some offices you will find track bids on the floor, this is how the farmers get on to who you do business with.

Elevators in our territory are now in good condition. Before we organized you could buy any of them at twenty-five cents on the dollar; now you could not get them at a hundred and twenty-five cents. All dealers ought to belong to the Grain Dealers' National Association. Give it your hearty support morally and financially.

John Ross: We should teach the farmers to do business on business principles. I bought 5,000 bushels of grain from a farmer and sold it. When de-

handled with comparative ease and with out that undue strife and competition which prevailed in former years.

If you were to meet the average Ohio dealer at the present time, you would recognize him by that complacent smile which characterizes the satisfied and prosperous business man. However, you would not dare to say anything about the scarcity of cars, or the contour of the smile might remind you of something different. Our elevators are full, cars are scarce, but the grain waiting for transportation shows a good profit. And the coming day of Thanksgiving will find the average Buckeye grain dealer fully equal to the occasion in giving thanks for con-

WORK OF THE IOWA GRAIN DEALERS ASSOCIATION.

Last March the Cereal Club of Des Moines, Ia., invited a number of the grain dealers of Iowa to attend a meeting at Des Moines and the result was the organization of the Iowa Grain Dealers Association.

Officers were elected with the exception of Secretary, and it was not until the 15th day of last May that I began the active work of the Association as Secretary.

During the six months of our active existence we have obtained a membership of about 650 houses, have a cash surplus of about \$400, beside office equipment of about \$250 and have reduced our monthly assessment from \$1.00 to 75 cents. Our delinquent assessments were about \$35 on November 1st, with all bills paid.

I have held about 25 local meetings in which numerous chronic cases of trouble between the regular dealers have been adjusted. There have been 70 scoop-shovel cases reported to me and

there are not to exceed ten of them active today. I have given most of my attention simply to the work of securing members, adjusting trouble between regular dealers, and discouraging scoop-shovel shippers, having thought best not to undertake to work out any other ideas until we have become more thoroughly organized. I refer to such matters as uniform storage rates, written contracts, dockage, advancing money and other irregular things that are a burden to the grain buyer.

I have received very few complaints of terminal matters such as weights, inspectors, settlements with receivers or claims against railroad and telegraph companies.

I find the obstinate regular dealer to be a hard proposition and it seems to be impossible to outline any ideas of justice in making settlements of trouble between regular dealers that will be applicable to all cases, taking into consideration the different comparative conditions, such as location, facilities, storage capacity, volume of business done by each and the popularity of the buyer. I have come to one conclusion, however, and that is that one buyer has no more right to ask his competitor to agree on prices than the competitor has to ask him to concede a share of the business.

To undertake to get a settlement of such matters I have usually selected a committee of one or more, depending on circumstances, to retire from the general meeting with the parties interested and undertake to get an agreement. I shall be glad to hear of any suggestions that may help solve the problem of the obstinate regular grain dealer.

The work of discouraging scoop-shovel shipping has not been as difficult as I anticipated and results have been very good. I find the better class of receiving houses and bidders very willing to co-operate with us in discouraging scoop-shovel shipping, but there is a certain class of commission houses who seem to think that the business of the commission merchant is falling off, and that they must receive shipments from anyone whether regular dealer, scoop-shovel shipper or farmer, and even take the stand that they are legally obliged to do so.

I have been very patient with these firms, and am trying in every way to induce them to co-operate with us as a matter of business policy, as several of the leading houses have done. I do not intend to conduct a boycott on any firm, but I do propose to inform each member of the Iowa Grain Dealers Association of the position taken by such firms and it is unnecessary to say that our members will undoubtedly patronize their friends.

The "farmer's friend" commission house who solicits business especially from farmers, is a disagreeable proposition and hard to reach, although the volume of business done by such firms amounts to almost nothing, and I am perfectly satisfied that no business of any volume could be established on such a plan.

We have in Iowa about a dozen farmers elevator companies that are organized for the sole purpose of agitating the markets. The managers of these companies are supposed to conduct their business in such a manner that competitors will pay high prices and their own business simply pay expenses, or if it does not pay expenses the stockholders simply pay their assessments and content themselves with the idea that their markets have been kept high on account of their existence and willful illegitimate competition. I shall be glad to hear of any suggestions of treatment for this kind of competition.

Mr. President, the Iowa Grain Dealers Association is young in age and experience, quite large in size and ambitious in disposition. We come to your convention to gain knowledge from those who are more experienced than we and contribute our influence and prestige in promoting the welfare of the National Grain Dealers Association.

I believe that the Iowa Grain Dealers Association might become an important factor in the combined influence and prestige of all the different associations, and this thought of combined influence and prestige has suggested to me the great necessity of a Grain Dealers National Association.

I believe we have in your Association a proper organization for the work of manipulating this combined influence, but that you should have in your organization all the different state and local organizations, and be supported by them, and that your proper work should be to deal only with matters of large importance that require the combined influence and prestige of all the state associations leaving the local work entirely to the state and local organizations.

M. McFarlin: An association wants a good man for its secretary and he should be well paid.

A. Brandeis of Louisville, Ky., spoke on the work of the Southern Grain Association. He said: Some two years ago the principal shippers to the Southeast

came to the conclusion that the time had come when there should be a change in the existing state of affairs and accordingly we got together and formed our association. Now the people in the Southeast have awakened to the fact that they can not do business so loosely as formerly. We hold them strictly to the terms of the sale and make them pay the drafts before they get the grain. Payment at pleasure no longer exists. It is easier sailing in the Southeast now and our association has helped to bring it about.

L. T. Hutchins, Sheldon, Ill.: I belong to the Southern Grain Association and can see a vast improvement since it has been formed.

In the absence of Secretary H. B. Dorsey, his paper on the Work of the Texas Association was read by Secretary Clark. It is as follows:

WORK OF THE TEXAS GRAIN DEALERS ASSOCIATION.

Being an organization only two years old there is so much work to be done and so much has been accomplished that it would be a difficult task to undertake. Our Association is growing stronger all the time. We have accomplished a great deal in the way of protecting our members against unjust freight rates, having secured a general reduction in the state of five cents per hundred pounds on corn and oats to all of our common points territory within the State, and have secured the adjustment of many claims and reclamations through our Arbitration Committee, and have secured a reduction in our insurance rates on ware houses and elevators, from 27 1-2 to 40 per cent. We have succeeded in thwarting proposed unjust legislation, and in fact, we have secured so many benefits to our members and the trade generally, that it will be impossible to enumerate them. Our Association has grown to be considered the best organization of the kind in the State. One of the officers of the Wholesale Hardware Dealers Association remarked to me just yesterday that he had for some time been investigating the working of the different Associations in the State, and that the Texas Grain Dealers Association was the only Association in the State that was worth anything to its members.

J. W. McCord: We have an arbitration committee and can arbitrate with a non-member, by his signing the agreement. We can't say too much in favor of arbitration for it saves money.

G. A. Wells: In regard to controlling track bids we have no trouble to get them cut off.

A. H. Bewsher: We consider every one entitled to a bid if he owns an elevator and is a disturber. But we take the facts to the bidder and find he is as anxious to have harmony as the dealers are. I do not think any association has the right to demand the withdrawal of bids from elevator men.

The dealers were reminded not to forget the entertainment in the evening given by the Board of Trade, and the meeting adjourned until Wednesday morning.

TUESDAY EVENING.

The reception tendered the visiting dealers in the Assembly Hall of the Board of Trade Building by the members of the Board, was largely attended and thoroughly enjoyed by all.

D. M. Parry, President of the Board acted as master of ceremonies and introduced to the audience, with a few facetious remarks, the Indianapolis Bald-headed Glee Club which rendered in a very pleasing manner several selections.

Tom Arnold, an amateur prestidigitator was next introduced. His entertainment consisted of card tricks, all of which were very clever. The one where he removed the eight spot of spades from a fresh egg capping the climax. Even Fred Rush, who was accused of being in league

with him, could not understand them.

Fred Mayer of Toledo, O., read a very "seedy" letter from a customer regarding the disposal of a consignment of seed. He is still awaiting further instructions.

Vergis Brown an old Indianapolis settler recited a poem which he declared to be awfully simple and simply awful.

Cigars, coffee, punch and luncheon were in abundance and all went back to the hotel feeling well pleased with the evening's entertainment.

WEDNESDAY MORNING.

President McCray opened the morning session at 10:30 by telling of his dream. He thought he was in the land of sunshine and good car service. For all that he had to do was to break an egg and pull out a brand new, freshly painted box car of 60,000 pounds capacity.

Pointers for Seed Shippers was the subject of a paper by Thos. M. Hunter, of Chicago. In the absence of Mr. Hunter the paper was read by the Secretary.

H. S. Grimes, of Portsmouth, O., gave a talk on Reliable Government Crop Reports which will be published in the next number.

J. W. McCord: I move this subject of reliable government crop reports be referred to the Committee on Resolutions, who will make a resolution to put this question before the proper authorities to have them adopt some more reliable means of getting correct crop reports.

John Ross: I think more men are ruined by government reports than anything else. They are generally manipulated by capitalists.

F. F. Collins: Government reports as issued are no good. What we want is reliable reports.

E. H. Wolcott: If there were no government reports, private reports could be so manipulated as to do much injury.

It was moved and carried to continue the session until the program was finished.

The committee on nominations made the following report which was unanimously adopted:

Officers—B. A. Lockwood, Des Moines, Ia., president; T. P. Baxter, Taylorville, Ill., first vice-president; H. S. Grimes, Portsmouth, O., second vice-president; Charles S. Clark, Chicago, secretary and treasurer.

Directors—Arthur Sawers, Chicago, E. R. Ulrich, Jr., Springfield, Ill.; F. J. Wright, Minneapolis; D. Hunter, Hamburg, Ia.; H. L. Combs, South Whiteley, Ind.; J. F. McCormick, Ambia, Ind.; P. E. Goodrich, Winchester, Ind.; J. H. Conger, Eaton, O.; Fred Mayer, Toledo, O.; George S. Hayes, Hastings, Neb., and L. Cortelyou, Muscotah, Kan.

H. J. Caldwell of Earl Park, Ind., spoke on Shortages at Terminals as follows:

One condition in the grain trade that makes grain men wince is the shortages in weights at terminal markets. This is one thing that we have suffered from continuously. Your property from the time that it leaves your hands is juggled with and you get pay for what finally arrives at destination. There is no other transaction in business that receives such treatment. Not one dollar of financial responsibility is granted to you. Every other fellow except you handles your property and you have what is left. If some of your grain is stolen the railroad is legally responsible for loss, but you

are powerless to enforce collection. I know of an elevator in Chicago where the sweepings kept two retail feed stores in business.

We suffer loss at the hands of the terminal elevator man; he is afraid that when he ships the grain out of his house that there will be a shrinkage, so he takes three bushels for every 1,000 bushels received.

Our grain is started on a long journey, friendless and passes thru other hands; what clings to their hands they keep; we get pay for what arrives, and not for what we ship.

Every condition should be such that every one should use care and diligence over our grain from start to finish, and any shrinkage, the careless parties should be held responsible for it. We should have a clean bill of lading. The time will come when the railroads will be compelled to issue it. The Grain Dealers' National Association must force them to it, and the association will force terminal shortages to be righted.

Fred P. Rush: The ventilation of grain cars in transit is a subject that all grain dealers should investigate; they will then see the benefits to be derived and urge the railroads to adopt some system of ventilation.

Mr. Rush then presented a resolution regarding car ventilators, which was referred to the committee on resolutions.

C. A. Bissell of Antwerp, O., read a paper on Buying Ear Corn by the Hundredweight.

W. H. Chambers, Chicago, spoke on Avoiding Discounts in Central Markets. He said: This subject is one of great interest to country shippers. The handling of grain is purely a merchandising question. Grain is sold on some standard grade of some standard market, which is under the control of public authorities.

It was found to facilitate the handling of corn that it should be graded as 1, 2, 3 and 4 corn, or whatever it may be. It is impossible to adjust a standard to represent an exact quality so it must be a sliding standard.

The mixing of the highest and lowest grades represents what we must expect in 3 corn. Thus an average quality is established.

When I was a country dealer I have shipped corn and received a certificate calling for 3 corn; on another car which I knew was not as good it was No. 3. On the third car it was No. 3, when I thought it should have graded better. The buyer put the three cars together and got the required average grade.

Weather conditions enter largely into the grading of corn. Lately corn has absorbed about one to two per cent of moisture.

In the higher altitudes of the west a car of corn will start for market in good condition. It arrives in Chicago, lays in the yards about forty hours, and may absorb from one-half to two per cent of moisture. You open the car door and find the corn greasy; it grades 4 at that time, though it may grade 3 in a week's time under favorable conditions.

There is not a railroad into Chicago from the West but what has as high as 30 to 40 firms that send out card bids. I buy corn; some grades 3 and some 4; I must handle this grain right; if it grades wrong, apply for reinspection, for I must do business right with my customer if I wish to keep his trade, for

tomorrow he can sell to plenty of other firms.

The discounts, therefore, must be right or in line with what some other house is doing, or we lose our business.

E. E. Perry, Indianapolis, secretary Indiana Millers' Mutual Insurance Company, gave a short talk on Reducing Cost of Elevator Insurance, from which we take the following: The question of the cost of elevator insurance rests with the owners. We have succeeded in reducing the risks on mills by getting the miller to improve his risk.

The average elevator is constructed with every view except that of reducing the insurance.

Many elevators are entitled to a lower risk, but they are called upon to pay the risks and losses of the old rattle-traps.

Mutual companies accept insurance only where the risk is morally, financially and physically a good one. If we had a list of the members of this association we could have our inspector inspect your risk, and no doubt reduce the cost about fifty per cent. The better elevators make money for the insurance companies.

If ever you want to organize a mutual company I will be glad to give you all the assistance I can, so that you may profit by our experience.

P. E. Goodrich of Winchester, Ind., read a paper on What Is Being Done to Stop the Loaning of Bags. This will appear in the next issue of the Journal.

The report of the auditing committee showed the treasurer's report to be correct and was accepted.

We, the undersigned auditing committee, have examined the books of Chas. S. Clark, secretary and treasurer of the Grain Dealers' National Association, and have found same correct.

C. A. Foster, B. Ludeman, Sam Finney.

Chairman E. R. Ulrich of the Committee on Resolutions made its report and submitted the following resolutions, which were adopted:

Whereas, It has pleased Almighty God, in His providential dealings with us, to allow to be removed from our midst:

John W. Sexton, Bridgewater, Ia.

J. W. Bishop, Winchester, Ind.

Anderson Leas, West Manchester, O.

Geo. E. Townley, Indianapolis, Ind.

Resolved, That we extend our heartfelt sympathy to the families and associates of those who have been taken from us, to that bourne from which no traveler returns, and that the association instruct the secretary to send copy of these resolutions to the immediate relatives as a token of our sympathy and sorrow.

Whereas, The Board of Trade of Chicago has recently adopted a new rule limiting the time of selling of futures to sixty days, excepting in special cases; and,

Whereas, These limitations make the hedging of our grain on the Chicago Board of Trade often very hazardous, and in our opinion very much to the hampering of our trades on the Chicago Board of Trade; therefore, be it

Resolved, That it is the sense of this association, here assembled, that we are not favorable to this rule, and request that these limitations be withdrawn.

Whereas, It has been fully demonstrated that the National Association is not receiving sufficient financial support to do aggressive work for the trade. Therefore be it resolved, that each secretary of the various state and local associations are requested to urge their respective organizations to pay a fee, not to exceed \$2.00 per member per year, for the support of the National. Each association shall be entitled to representation in each meeting, one vote for each \$2.00 paid.

The funds of this association having become so depleted as to menace the welfare of the organization; and,

Whereas, There are members delinquent in dues beyond the time limit proscribed by our constitution and by-laws, who have not served due and proper notice of withdrawal or resignation; be it

Resolved, That our secretary be instructed to serve 15 days' notice upon all such members, that if amount is not paid within that time that

draft will be made on them for amount, and we further instruct the secretary that in the event of drafts being returned unpaid, to accumulate all such and hand to competent attorney for collection upon a contingent fee.

Whereas, It is the sense of this meeting that the grading of new corn in Chicago in the months of October, November and December should be so changed or a new grade adopted by preching the word "new," so as to conform nearly to the rules in effect in Baltimore and Philadelphia on new corn; therefore, be it

Resolved, That the secretary be instructed to confer with the inspection committee of the Chicago Board of Trade and try and effect a change that will give new corn the proper recognition; and,

Whereas, The grading of oats in Chicago seems to be so rigid that the receipts contain a very small percentage of the contract grades in their daily receipts during the present time; therefore, be it hereby

Resolved, That our secretary take this matter up with the inspection department of the Chicago Board of Trade, with the idea of finding out if the grading there at the present time is not excessively rigid, thereby making the hedging of futures in oats in Chicago hazardous.

Whereas, Numerous complaints of shortage in weights on grain going to St. Louis and East St. Louis markets, and also to the Baltimore market; and,

Whereas, The commission merchants in these markets seem to be heartily in favor of having any such matters rectified; therefore, be it

Resolved, That the National Grain Dealers' Association, here in convention assembled, does hereby tender its services to try and rectify these matters, and hope to have the hearty co-operation of the commission houses in the afore said markets.

Whereas: The government crop reports as now furnished are not considered sufficiently reliable to meet the requirements of those engaged in the grain trade, therefore be it,

Resolved, by the association assembled in convention at Indianapolis, Ind., Nov. 21, 1900, that the manner of compiling the government reports should be revised and so improved as to give to the public a true and correct status of growing crops stocks on hand visible and invisible, and that this association through its Secretary take such steps as may be necessary to bring this matter before the proper government officials suggesting the improvements in the matter of securing reports as suggested by the plan offered by Mr. Grimes.

Whereas, The sudden and violent fluctuations of rates of freight on grain at periods when a scarcity of cars exists and when the crops are just beginning to move in the summer and fall, are greatly to the disadvantage of the railroads and against the best interests both of the grain dealers and the railroads; therefore, be it hereby

Resolved, That it is the sense of the National Grain Dealers' Association, here in convention assembled, that the railroad traffic departments of the various roads be requested that it would be greatly to the advantage of the grain trade of the country and the railroads that they establish a system of winter and summer rates, which rates remain stable through the winter and the summer months respectively, and that a sixty day notice be given to the trade of such advances of reductions.

Resolved, That a vote of thanks be extended to the Indianapolis Board of Trade for the use of the assembly hall; also for the pleasant and enjoyable entertainment afforded us, last evening; also to its individual members for the many kind attentions shown our people during our visit.

Whereas, The gentlemen who have accepted topics on the program have most of them come from a distance and have done so much to make this meeting and the working of the association a success; therefore, be it

Resolved, That we extend to all these gentlemen individually a vote of thanks.

Whereas, The loss to shippers of grain by reason of damage during transit due to lack of ventilation in cars is enormous and would be avoided altogether, or at any rate reduced to a minimum with properly ventilated cars; and,

Whereas, We are informed by certificates of tests issued by accredited agents of railroads, that the Miller Freight Car Ventilators will ventilate cars thoroughly, and that ventilators can be left open during rain and storms, yet contents of cars are always safe against damage from rain, sparks, cinders, etc., and secure against theft so that the risk of railroads is not increased, and that they can be applied to any box cars in a few hours, and at moderate expense;

Resolved, That the Grain Dealers' National Association, in convention assembled at Indianapolis, this 21st day of November, do hereby petition railroads to adopt this or any other devices accomplishing same results, as we are surely entitled to every protection against deterioration of our property during transit.

Your committee on resolutions begs leave to recommend the adoption of this resolution, and suggests that as far as possible and in as strong

terms as possible, the different railroads be requested to adopt some system of ventilation that will at least prevent the depreciation of grain by heating in cars while in transit.

Whereas our efficient President Mr. McCray, and our obliging Secretary, Mr. C. S. Clark, who in their efficient official capacity have done so much to further the interests of our association even though their recompense was very slow in forthcoming,

Be it hereby resolved, that our association hereby wishes to thank these gentlemen for their untiring efforts, and hopes that they can arrange to keep up the work, and stay in the harness for the ensuing year.

Respectfully submitted,

E. R. Ulrich, E. H. Wolcott, J. W. McCord,
A. H. Bewsher.

The report of the committee regarding Capt. Russell's paper was adopted and copies ordered sent to the secretary of each state and local association.

The report of the committee on car shortages was adopted, as follows:

Your committee in reference to car shortage beg leave to report as follows:

Whereas, We believe there is an undue shortage of cars, at certain seasons of the year, when the bulk of the grain moves from farmers' hands, and whereas, this shortage entails great loss to the grain shippers and farmers; we recommend that this matter be referred to the legislative committee of the association, your committee further recommended that said committee confer with the Interstate Commerce Commission, and endeavor to get remedial legislation incorporated in the Cullom bill; and until such legislation is enacted, we recommend that the President and Secretary of this association confer with the railroad companies and use their endeavors to secure relief.

W. W. Alder, John Ross,
P. E. Goodrich, J. D. Conklin,
J. A. Mouch.

The report of the committee on new members was adopted, as follows:

We, the committee on membership, beg to make the following report:

Resolved, That the secretaries of all organized state and local associations be made honorary members of the National Association, without dues or initiation fees during their term of office.

Fourteen new members have joined at this meeting.

A. R. Sawers, B. A. Lockwood.
C. Rider, A. E. Hartley.
E. McCue, E. L. Rogers.

President McCray thanked the association for the hearty support it had accorded him during his term of office, and in introducing to the members their new president, Mr. B. A. Lockwood, asked that they give him a continuance of same.

President B. A. Lockwood: I thank you, gentlemen and fellow workers, for the honor you have conferred upon me. We want the spirit, the association needs the true spirit of friendship, that which binds men together. I have tried to do my duty as a director, and as president of the association will use my best efforts to further its interests.

I ask for harmony; that is the fundamental principle of success. We may differ in ideas, but what we want is general results.

I want to ask that when you receive communications from our secretary, even though they are sent under a one-cent stamp, that you will not throw them away, but read them carefully.

When you get the next issue of the Grain Dealers' Journal read it carefully and file it away for future reference.

I wish to say that our secretary, Mr. Clark, has worked earnestly and faithfully in our interests and without hardly any remuneration. I want you all to give him your hearty support.

The meeting then adjourned sine die, and members hastened to catch early trains home.

CONVENTION NOTES.

There were about 170 in attendance.
A very enthusiastic meeting.
Much good work was accomplished.

Every resolution presented was adopted.

Michigan sent one delegate, T. W. Swift, of Battle Creek.

St. Louis was represented by G. L. Graham of G. L. Graham & Co.

C. E. Flora, of Indianapolis, represented the Reliance Mfg. Co.

Who lost the overcoat? If wanted, call at 150 and pay for this notice.

One man from Baltimore, Emory Kirwan, of Kirwan Bros. Grain Co.

F. P. Lint represented the Greenleaf Baker Grain Co., of Atchison, Kan.

F. J. Wright, of the St. Paul & Kansas City Grain Co., Minneapolis, Minn., was present.

Fred Mayer represented J. F. Zahm & Co., and H. T. Morey, Churchill & Co., of Toledo, O.

Pennsylvania was represented by two dealers—C. A. Foster, Carnegie, and E. L. Rogers, Philadelphia.

The Columbus delegation was as follows: J. F. Burgett, F. R. Herr, James P. McAlister, J. W. McCord.

The Grain Dealers' Journal was represented by Charles S. Clark, J. Carver Strong and H. R. Phillips.

A. S. Garman, of Akron, O., and S. J. McTiernan represented the Huntley Mfg. Co., of Silver Creek, N. Y.

Nebraska was represented by A. H. Bewsher of Omaha, secretary of the Nebraska Grain Dealers' Association.

A. Brandeis of A. Brandeis & Son, and H. H. Bingham, of Strater Bros., were in attendance from Louisville, Ky.

Frank Collins of Cincinnati lost his way, but denies that he walked around the monument circle more than ten times.

The S. Howes Co., of Silver Creek, N. Y., was represented by H. E. Furnas, of Indianapolis, its Indiana representative.

Fred Mayer, of J. F. Zahm & Co., Toledo, distributed white celluloid penholders bearing the firm name, as souvenirs.

Cincinnati sent the following delegation: F. F. Collins, A. C. Gale, Charles E. Knaul, W. R. McQuillian, George A. Root.

R. A. Morris, secretary of the Mot-singer Device Mfg. Co., Pendleton, Ind., was in attendance during the first day's session.

About twenty of the dealers caught the Big Four's fast train for Chicago at 3:30, and had a Case to run it—C. G. Case of Chicago.

The Iowa delegation was as follows: D. Hunter, Hamburg; G. A. Stibbens, Coburg; B. A. Lockwood, W. F. Morgan, M. McFarlin, M. T. Russell and G. A. Wells, Des Moines.

A tape measure encased in a neat celluloid case was presented to those in attendance with the compliments of C. A. Foster of Carnegie, Pa.

Only three members brave enuf to bring their wives—J. H. Conger, of Eaton, O.; Ed McCue, of Pittsburg, O., and C. A. Foster, of Carnegie, Pa.

The following were from Chicago: C. G. Case, of Bartlett, Frazier & Co.; W. H. Chambers, of Peavey Grain Co.; Richard Gambrill, of Smith-Gambrill Co.; J. D. Gillespie; Arthur R. Sawers, of the Calumet Grain & Elevator Co.; P. A. Stevens, of E. W. Wagner; L. B. Wilson, of Ware & Leland.

Ohio sent a delegation as follows: C. A. Bissel, Antwerp; John Boles, Westerville; J. H. Conger, Eaton; W. M. Green,

Cecil; E. A. Grubbs, Greenville; H. S. Grimes, Portsmouth; O. Jay, St. Mary's; C. B. Jenkins, Marion; Ed McCue, Pittsburg; S. K. Neer, Greenville; C. T. Pierce, Lewisburg.

The secretary of the association rushed home from the convention on the first train, and Thursday evening Mrs. Clark presented him with a brand new nine-pound assistant—Dean Meredith Clark.

Those from Illinois included the following: Dexter Baber, Dudley; W. F. Banta, Ridge Farm; W. R. Breckenridge, Kankakee; A. W. Conley, Hume; E. A. Griffin, Cheneyville; L. T. Hutchins, Sheldon; J. H. Herron, Sidell; A. L. Stanfield, Edgar; E. R. Ulrich, Jr., Springfield; J. H. Wilson, Allerton; W. W. Wilson, Sheldon.

The applicants for membership in the association included: Cecil Grain & Lumber Co., Cecil, O.; Collins & Co., Cincinnati; Gale Bros., Cincinnati; H. S. Grimes, Portsmouth, O.; C. S. Herr & Co., Columbus; Harting & Co., Elwood, Ind.; Kirwan Bros. Grain Co., Baltimore, Md.; A. E. Lawrence & Co., Decatur, Mich.; W. F. Morgan, Des Moines, Ia.; A. Miller, St. Louis, Mo.; James P. McAlister & Co., Columbus, O.; McQuillan Grain & Hay Co., Cincinnati, O.; The People's Elevator Co., Antwerp, O.; Harry Randolph, Covington, Ind.; Whitcomb & Root, Cincinnati, O.

The following Indiana dealers were in attendance: B. L. Archibald, Morocco; C. B. Apleby, Circleville; John Anderson, Manson; W. W. Alder, Lafayette; G. B. Ayers, Greensburg; A. Blous, Muncie; Robert Bell, Fowler; J. L. Brady, Rensselaer; R. L. Barnard, Greenfield; John Barnes, Whitestown; David Cammack, Muncie; B. F. Crabbs, Crawfordsville; H. J. Caldwell, Earl Park; H. C. Clark, Colfax; W. S. Cunningham, Brook; J. D. Conklin, Kentland; H. L. Combs, South Whitley; J. F. Crouder, Sulphur Springs; O. G. Carter, Goldsmith; M. Duffy, Swanington; Charles Dotson, Parker City; Sam Finney, Attica; E. W. Finch, Veederburg; P. E. Goodrich, Winchester; A. Gardner, Cottage Grove; H. A. Gaddes, Modoc; A. E. Hartley, Goodland; W. E. Hurd, Logansport; J. S. Hollowell, Montezuma; W. Hibbits, Muncie; D. P. Hurd, Walton; E. Hutchinson, Arlington; Logan Henshaw, Newcastle; L. G. Holmes, Portland; H. G. Hastings, Elwood; A. G. Jackway, Goodland; Ben Ludeman, Wolcott; C. M. Lemon, Bedford; J. E. Loughry, Monticello; J. N. Lutz, Lafayette; W. T. McCray, Kentland; J. A. Mouch, Mooreland; H. A. Myers, Francisville; J. F. McCormick, Ambia; W. J. Mercer, Mount Summit; E. H. McDaniel, Cayuga; C. W. Mouch, New Castle; C. E. Maloney, Muncie; J. A. Nelson, Kerklin; A. J. New, Greenfield; J. A. Neal, Peru; Wm. Nading, Shelbyville; A. L. Nelson, Montpelier; C. T. Pierce, Lewisburg; C. S. Patten, Morristown; B. Price, Crawfordsville; C. Rider, Kentland; John Ross, Brookston; H. Randolph, Covington; H. Rommel, Jr., Atkinson; H. J. Reynolds, Crawfordsville; J. L. Schalk, Anderson; J. P. Shoemaker, Middletown; G. L. Schlademan, Scofield; R. S. Stoll, Thorntown; J. H. Stewart, Manson; L. S. Sparks, Selma; J. K. Slack, Muncie; W. Thrasher, Pulaski; E. M. Wasmuth, Roanoke; Chas. F. Walter, Moran; J. A. Washburn, Remington; E. H. Wolcott, Wolcott; J. C. Wilson, Russellville; R. M. Wilkinson, Stockwell.

MEETING OF KANSAS DEALERS.

The members of the Kansas Grain Dealers Association in Southern Kansas held a meeting at Wichita, November 14.

The meeting was called to order by President L. Cortelyou of Muscotah, and about eighty members answered to the roll call.

One of the first things to come up for discussion was that of freight rates, which took up the greater part of the afternoon. It was participated in by a number of railroad men who were in attendance at the meeting.

It was shown that Kansas City has at the present time a lower rate to Galves-

mittee of Congress. Resolutions were passed and this matter will be pushed.

L. Cortelyou, of Muscotah, Kan, gave a very interesting talk on The Short Weight Evil and the Remedy. He pointed out clearly the causes of short weights as existing both in the country, as well as in terminal elevators. He urged the necessity of country dealers being sure that their scales were weighing correctly, and also suggested that the dealers on the different lines of railroads should employ an expert at least once in every six months, to go from station to station overhauling and testing the scales. This, he said, would reduce the cost to a minimum and at the same time give the

THE ARBITRATION COMMITTEE.

(A paper by H. B. Dorsey, Weatherford, Texas, read at annual meeting Grain Dealers' National Association.)

Our arbitration committee, I am glad to say, has been my hobby and I am proud that I suggested this feature in the organization of our association and succeeded in getting it adopted as a part of our organic law. My experience in the management of flour mills prior to my engagement in the grain business had taught me that there were many unscrupulous fellows in the business who would not hesitate, to short weight or grade and then claim to have filled their contract, and that every grain was carefully weighed, and finally wind up by saying that if I thought they owed me anything that I could resort to the courts of the country.

Of course, they understood for the sum of from \$10 to \$50 or possibly \$100, I could not afford to employ an attorney, pay railroad fare, hotel bills and other expenses incident to attending court in another county, as well as losing the time from my business and go to their domicile and attend court from one to three times; hence, they would take the stand.

It occurred to me that some move should be adopted by which just such dealers would be known to the trade, and it occurred to me that an arbitration committee would be the best mode at getting at such parties. Besides, it would be the means of adjusting honest differences between honest dealers. The rules of our association provide that all members must submit all differences to arbitration. Our association provides an arbitration committee of three, who are competent to pass on any and all differences arising out of a grain transaction, and any non-members can get the benefit of our arbitration committee if he will agree to abide by its decision.

Now, as the benefit of our arbitration committee: Aside from settling all differences between our members and other dealers, who are honest, I will give you an illustration of some of the benefits to be derived. When a dishonest fellow has robbed one of our members, the member takes the matter up with him and tries to get him to submit their difference to our arbitration committee and if he fails he then reports the matter to the Secretary, and the Secretary takes it up with the "smooth gentleman" and endeavors to get him to consent to arbitrate.

If he refuses to arbitrate, the Secretary reports the matter to the arbitration committee, who adjudges the party as being guilty of refusing to arbitrate, and the Secretary then notifies all of the members, giving the party's name and residence, and then, when this party writes any of our members and wants to sell them anything or buy anything from them, our members very politely write him and state that they have been advised that he has refused to submit a difference to arbitration, and that they fear any one showing the spirit of unfairness to the extent of refusing to submit differences to arbitration, that, such a party would be hard to settle with in case any difference should arise.

Of course the fellow says, "That's all right," and then tries another, with the same result, and he will keep on trying with the same result, and finally he comes to the conclusion that he had better settle the matter or else submit to arbitration. In this way we have impressed our association upon the buyers and the sellers that we are going to compel them to treat us fairly and honestly. In the last thirty days we have had several old claims paid and some few of the old claimants consenting to arbitrate the differences. By this rule we have also taught the outsiders that we are going to compel our members to deal honestly and fairly, and they feel the assurance that when they deal with members of our association that they will secure fair and honest dealings; hence, you can see how it benefits the members of our association in always giving them the preference.

This feature of our organization is considered by our members as being one of its strongest features, and it certainly accomplishes a great good for our association. We have a clause in our by-laws which subjects every member of our association to a heavy fine for each and every car he buys from or sells to anyone who refused to submit to arbitration.

I could give other illustrations of the advantages of an Arbitration Committee but do not care to impose on the time of the Convention, but suffice it to say, that the verdict of our members is that our Arbitration feature is one of the strongest points of our Association.

Fifty cent corn would be a very pleasing Christmas present for shippers with full cribs.

German protectionists have agreed on an increase of grain duties from 83 cents to a minimum of \$1.42 and a maximum of \$1.78.



Young Mr. Phillips Makes the Corn Pit Dance to his Music.—Chicago Record.

ton by 4 cents than Wichita. The association will try to make the rate equal.

The question of the recent car famine came up and for this the railroad men would give the dealers no satisfaction, stating that while the matter seemed as though there were enough cars for the present, yet within a short time the shortage would be just as noticeable as ever.

The elevator men appealed to the railroads stating that they should receive cars in preference to the scoopeners who used nothing but wagons and scoops to load their output. The roads stated that it was their intention to do all in their power to handle the elevator trade.

The war tax came up for consideration. It was the sense of the meeting that the tax should be removed from checks, bills of lading and telegrams. Congressman Long who was present was appealed to and he told them how to proceed with this question so as to get the exact situation before the Ways and Means Com-

mittee of Congress. Resolutions were passed and this matter will be pushed.

Secretary Smiley gave a talk on the Members' Duty to the Association, which brought out some discussion from different members.

Wm. Fenn, of Sedgewich spoke on Crop Reports and Benefits to be Derived from Them.

What the Future of the Grain Trade, was the subject of a talk by H. Work of Ellsworth, Kan.

E. E. McKenzie, chief grain inspector of Kansas, gave a talk regarding grain inspection at Kansas City.

What is Legitimate Margin on Grain? One Just to Your Investment and to the Purchaser, was the title of a paper by D. McLewis of Lewis.

One of the questions agitated was the introducing of pure seed wheat into Kansas. It was proposed by the association to import 100,000 bushels of Turkey red wheat in time for the next planting.

GRAIN CARRIERS.

Hull insurance on the Great Lakes will expire at noon, Dec. 5.

The southwestern lines have been experiencing a car shortage.

Stakes are being set for the new line of the Des Moines, Iowa Falls and Northern Railroad.

A direct line from New Orleans to London is proposed by the Leyland Line. Boats will leave regularly once every three weeks.

The Northwestern has completed its double track to Nevada, Ia., and soon will have double track all the way from Chicago to Boone, Ia.

New York State Engineer Bond will report against the proposed expenditure of \$62,000,000 for replacing the Erie Canal by a barge waterway.

The Interstate Commerce Commission on Nov. 19 began a series of sessions at Chicago to investigate the allegations of rate-cutting in favor of elevator proprietors.

Grain shipments from Chicago east-bound during the week ending Nov. 17 amounted to 922,000 bushels: compared with 1,173,000 bushels during the previous week.

The Mississippi River, Gulf & South Atlantic Navigation Co. has been incorporated at St. Louis, Mo. Capital stock, \$16,000; incorporators, D. W. McCallum, W. L. Freeman, W. E. Kuhlhoff and J. J. Galbierz.

Sault Canal traffic during October was 600,000 tons less than during October, 1899: but tonnage for the season has been 23,067,768 tons up to Nov. 1: compared to 25,255,810 tons for the entire season of 1899.

No change was made in grain rates at the recent meeting of the Central Freight Association. The few members who talked of an advance were decidedly in the minority. The question is rather if rates can be maintained.

The complaint of the Palmers Dock and the Hay Produce Board of Trade against the Pennsylvania Railroad was heard by the Interstate Commerce Commission Nov. 14 and 15 at New York. Fifteen days were given to file briefs.

Robert C. Stevenson of the Trunk Line Association has found in New York from 15,000 to 20,000 cases per month of misrepresentation in the description of freight whereby a lower rate was obtained than would be possible otherwise.

The United States Board of Engineers held a meeting at Chicago, Nov. 10, to consider the project of a deep waterway from the Chicago drainage canal to the Gulf of Mexico. The estimated cost of obtaining a deep waterway to the gulf is \$25,000,000.

The Peoria & Northwestern Railroad Co., has been incorporated to build from Peoria to a point on the Chicago & Northwestern near Nelson, Ill., a distance of 84 miles. The new road will be a part of the Northwestern system, and will add considerably to Peoria's importance as a grain market.

The Ohio Valley Improvement Association held a meeting recently at Cincinnati to foster the improvement of the Ohio River by the government. The association, of which John L. Vance of Gallipolis, O., is president, has for its object the awakening of interest in this waterway, which, by reason of its importance and wide influence, deserves the favorable consideration of Congress.

River men are deeply interested in the new steel barge line established by Captain Alexander McDougall of whaleback vessel fame. These boats are the only improvement that has been made in river navigation for 40 years. The steamer McDougall and barges A and B. have successfully completed their maiden trip from St. Louis to New Orleans. Barge A carried 35,000 bushels of corn and 10,000 bushels of wheat, while barge B carried packet freight. Each barge is 265 feet in length, 40 feet beam and 14 feet in depth. Steam steering gear is operated by a pilot on each boat, making it possible to run a tow of indefinite length thru the narrow passes.

The loading of the steamer Albanian with grain Nov. 17 at Quebec marked the beginning of the thru business of the Great Northern Railway of Canada. The cargo was loaded at the company's elevator of the Point A Carcy wharf. The opening of this line reduces the distance between the wheatfields of the Dakotas and Minnesota and Liverpool about 800 miles, and as the company has announced its determination to obtain as much of the traffic as possible the older routes may expect strong competition, especially as the Canadian line is not hampered by an interstate commerce law. Grain shipped by this route is brot from Duluth or Chicago by lake steamers to Parry Sound on Georgian Bay where it is elevated and placed on cars for Quebec. The trains run over the Canada Atlantic Railway via Ottawa and Hawkesbury, and thence over the Great Northern to Quebec. The elevator dock at Quebec has 40 feet depth of water.

Nathan Guilford, general traffic manager of the New York Central Railroad, testified before the Interstate Commission at New York, Nov. 14, that the New York Central, West Shore, Lehigh Valley, Delaware, Lackawanna & Western and Erie railroads compose what is known as the New York Grain Committee, of which Frank Harriott is chairman. Harriott acts as joint agent for all the railroads mentioned on the floor of the Produce Exchange and handles all the grain shipped into Buffalo for shipment to New York. Under this arrangement there is no cutting of rates, and each railroad gets its share of the business. Guilford said that there was no division of receipts—each road takes what business is allotted to it by Harriott. Mr. Guilford refused to tell what proportion of the traffic is assigned to each road. He also refused to say what per cent of the traffic is allotted to the New York Central. The witness admitted that pooling of the roads had resulted in raising the rate from three to four cents. It appeared from his answers to questions, many of which were evasive, that the railroads in the New York Grain Committee refuse to take grain from elevators in Buffalo not members of the Western Elevating Association.

Captain R. White, Port Warden of Glasgow, Scotland, is in the United States to study American improved methods of handling grain, with a view to introducing a modern system at that port.

John Hyde, government statistician, estimates the average yield per acre of hay at 1.28 tons, against 1.35 in 1899, and 1.55 in 1898. The average quality is 89.7 per cent, against 93.8 per cent in 1899 and 95.3 per cent in 1898.

SUITS AND DECISIONS

The H. Poehler Co., of Minneapolis, Minn., has brot suit against the Fosston Farmers Alliance Elevator Co., of Fosston, Minn., to recover \$3,479 loaned to the defendant company.

Round Bros. have recovered judgment and \$50 exemplary damages against E. A. Stover and Rodgers & Rutherford, grain brokers, Columbus, O., for losses sustained in speculation in grain.

A compromise is expected in the suit of the insurance companies against the railroad company for the burning of the elevator of Anderson & Shaffer, Hamilton, O. The underwriters seek to place the responsibility for the loss on the railroad.

Benjamin Thomas has brot suit for \$5,000 damages against Brounback & Wacker, grain dealers of Edinburg, Ill., for injuries sustained while unloading grain at defendants' elevator. It is alleged the injury was caused by the negligence of the proprietors.

Where a chattel is sold with reservation of title in the seller until the price is paid, a purchaser from the buyer acquires no title before payment, tho he buys in good faith, and for a valuable consideration, and without notice of the condition. *Triplett vs. Mansur & Tebbets Implement Co.*, 57 S. W. 261.

In a recent Georgia decision it has been held that in order to constitute a sale by sample something more must appear than that at the time of the sale a sample was exhibited, viz: that when the exhibition was made it was mutually understood and intended that the sample was a reliable representative of the bulk of the goods purchased.

J. B. Oliver of Milwaukee, Wis., has brought suit against Raymond, Pynchon & Co., grain commission merchants of Chicago and Milwaukee, to recover \$3,924 alleged to be due him on a wheat deal. He alleges that 65,000 bushels of wheat which was held for his account was sold out by them altho he had deposited the additional margin demanded.

Where plaintiff made an agreement for a shipping rate, with defendant carrier, and on defendant's refusal to give the rate, canceled collateral contracts made on the faith of such agreement, he could not recover loss or prospective profits on such contracts since he should have performed them making his shipments at regular rates, and holding defendant for the excess over the rate agreed. Citing *Steffen vs. Miss. River & B. T. Ry. Co.*, 56 S. W. 1125.

Spencer Kellogg of Buffalo, N. Y., has recovered judgment for \$136 in his suit against John C. Fitzpatrick, a vessel owner. The owner had refused to pay the sum to Mr. Kellogg because his boat had been compelled to lie idle. It is alleged that the West Shore Railroad compelled the vessel owner to cease unloading at Kellogg's elevator on penalty of paying a big per cent to the Western Elevating Association, of which the West Shore is a member. It is expected that the vessel owner will bring suit for the amount against the West Shore Railroad Co. This minor suit may have some bearing on the conspiracy suit which Mr. Kellogg has pending against the Western Elevating Association. The attorneys submitted their briefs in the conspiracy case Nov. 22.

THE COLLECTION OF DUES AND THE RESPONSIBILITY OF MEMBERS FOR DUES.

(A paper by G. A. Stibbens, Coburg, Ia., read at Indianapolis meeting Grain Dealers' National Asso.)

I presume the most difficult proposition which has confronted grain associations in the past, is the collection of dues from members. It seems that a great number of the members of the locals as well as the National have received a divine revelation that they are not bound morally or legally to pay monthly or yearly dues. Some men desire to have their names recorded as being members of certain organizations in order to receive the benefits derived from them, but when a statement is sent them showing the amount of their delinquent dues, then it is they inform you to cancel their membership and tell you meekly, and write it in parenthesis, so you will read it in a whisper, that they receive no protection.

The member who desires to be protected at the expense of his fellow members is not worthy of the support of any organization grain or otherwise. If you are a member of a fraternal organization how long will you remain so if you become delinquent in your dues? If you have your property insured in a mutual company and wish to cancel your policy, in order to do so you must pay all assessments standing against you. If you undertake to avoid payment of prior assessments the law will compel you to settle.

I wonder if there is a man within the sound of my voice who would be so small and contemptible as to repudiate an obligation to the association which protects his business and makes it possible for him to live in a business way? A man who is in the grain business and has not the courage and backbone to assist his association morally and financially is a traitor to the business he represents, and the sooner he gets out of it the better for the trade.

Every grain dealer in this great country realizes that his very business life depends upon the protection derived from associations and without them his business cannot live. Do any of you think that the officers of these organizations can protect your business without compensation? Do you believe that associations of this kind can survive without the financial support of its members? I am of the opinion that my remarks do not apply to this audience, for none of the narrow contracted fellows would spend the necessary amount of money that it would take to bring them here. The people who are here, come because they are deeply interested in the grain trade and desire to better their condition in a business way. A great many of us have grown grey attempting to stem the tide of events, but those of us who are attempting to do business as we did 20 years ago must get out of the rut or step aside and let the progressive man take our places.

No reasonable dealer disputes the moral obligation resting upon the members of associations in regard to paying dues, but some are persuading themselves to believe that they are not legally bound to pay them. Until recently I have thought that you could not go into a court of justice and collect delinquent dues from members of grain associations. In order that the facts might be squarely and honestly placed before you I submitted this matter to a competent attorney, placing all the facts before him, and his opinion is that each member of any grain organization is legally bound to pay his dues. Now you will want to know why he is holden for all dues while he remains a member of an organization. Because each organization has fixed rules and regulations whereby their members are governed. Each organization has a Constitution and By-Laws. Dealers who desire to become members must make written application recommended by two members in good standing, and when the application is received and accepted the applicant at once subscribes by word and deed to the laws of the particular organization of which he becomes a member which makes him legally responsible for the prescribed monthly dues charged to his account.

It is to be hoped that this opinion will forever put to rest, the mistaken idea that delinquent dues cannot be collected. The fact of delinquent members not paying dues is just as reasonable as for you to run an account with a merchant and after you have purchased goods to a large amount to tell him that you have concluded not to trade longer with him and ask him to cancel your account, but Mr. Merchant at once tells you if you do not settle the old score he will compel you to by law and at once takes the necessary steps to do so. If each Secretary will say to the members who ask to have their membership canceled without paying back dues that he will commence suit against them there will be no trouble about collecting dues.

A great many of our members do not seem to realize the fact that it costs money to defray the expenses of all grain organizations, and some of them wonder what is done with the money collected. Do any of you think these organizations can be run on wind and cheek? I sometimes think there is a feeling of that kind or some would be more prompt in remitting dues. If the Secretaries of the different associations were as slow in looking after your interests as some of you are in paying dues the whole thing would be a dismal failure. When you have a grievance and present it, you expect quick action and rightly so, and when we send you a statement of your dues we are entitled to prompt returns because we can not afford to give you our time without a consideration, for you have been benefited one hundred dollars for every dollar that you have paid in the way of dues.

The officers of the National who do the work have been very poorly paid in the past and I often wonder how they have accomplished so much with so little financial aid. The Directors of that body have incurred liabilities based upon what they could naturally expect to receive from members in the form of dues. These liabilities must be met, and who are responsible for the bills but the members? You must admit the fact that a member's liability for dues will continue until he pays up his back dues and resigns, and in no other way can he escape them. We are unable to understand why any honorable dealer would seek to profit by an organization at the expense of others.

The dues of the different grain organizations run from five to ten dollars per year, and the dealer who withholds his financial support from them for the amount of money it costs will willingly spend ten times that much in one day fighting his neighbor and considers it money well spent. When you find a dealer who is a strong supporter of grain organizations you will find one who is successful in his business and the associations have made it possible for him to do business at a profit.

There seems to be a feeling in some sections that the National is not a necessary organization. My friends, you must disabuse your minds of this idea, as the National is as much of a necessity as the locals. Each has a distinct work to perform, and the National is to the locals, what the Supreme Court is to the lower courts, and one cannot well exist without the other, and the National has a distinct field for its work beyond the reach of the locals. The work of the National in no way conflicts with the work of the locals, neither can the National as some think take up the work of the locals, and the idea of the locals losing their identity by affiliating with the National is simply absurd.

A great many reforms that have been brought about in the terminal markets have been purely the work of the National, and could never have been brought about in any other way. I have called on the National in a few instances for assistance in aggravated cases, and always to my satisfaction was the difficulty settled. No man can afford to take up the work of the National without a good compensation, and if each one of its members would pay their dues the work could be more satisfactorily carried on.

Is it manly, is it honest for any dealer to try to cheat an association out of the dues that he has obligated himself to pay? No dealer should be accorded the protection of any organization unless he contributes to its support, and the quicker we refuse to work for the man who will not contribute his share of the expense, the sooner we will be rid of the drones in the trade. You find these drones scattered here and there, all over this country, but wherever you find them they are a curse to themselves and to the community.

This subject of Collecting Dues is one which has been perplexing to all organizations, and a problem only partially solved at this time, but we believe if some Secretary will make an example of some delinquent brother by forcing a collection that we will have but little trouble in the future, and it will be the means of inaugurating a custom, that when a member desires to have his membership canceled he will pay up his dues in order to do so.

You will pardon me for straying from my subject. But do you realize the friendly relation existing between the dealers and the railroads? Has it ever occurred to you that it has been brought about by the honest management of the locals and the National? Nearly all the railroads in the grain growing districts are assisting the elevator operators along their lines to maintain a harmonious trade, and they find it to their interest to protect the men who gather together the grain of this country to be transported over the various roads. Some roads are very slow to hold out a helping hand to assist the associations along their lines, but they are slowly and surely coming to the support of the organizations who keep down fights and assist them in maintaining uniform rates. The interest of the shipper and the railroads are so closely allied that it would be suicidal for one to antagonize the other, and the duty of each association is to

work for the continuance of the present friendly relations existing between the dealers and railroads. The time is not far distant when all railroads will be supporting grain organizations as well as the Burlington Route are supporting The Grain Dealers Union of Southwestern Iowa and Northwestern Missouri.

You will also remember that receiving houses at the terminal markets at first looked upon associations with suspicion, and believed they were trying to dictate to them how they should conduct their business. After investigation they learned we were right, and one by one they came to our rescue and today they are in thoro sympathy with us and are assisting us in every way possible. A few years ago the grain trade in our country was in the last ditch of despair, being rocked in the scalper's cradle and fed on the few fragments left by the scoop shovel man. Today the scoop shovel man is gone and the scalper has been driven from the field of action, and this has all been brought about by organization. Gentlemen, these are facts undisputable.

If each member of every local organization would become members of the National we would have an organization that could be well supported my making the dues one dollar per head. If this could be brought about and all give the National proper support we would have an organization so strong and powerful that it would soon overcome all the great evils of the trade. How can we hope for the National to bring about the reforms we most desire with the sickly financial support it is receiving? The people of the West are interested in the welfare of the National or they would not have sent delegates six to seven hundred miles to represent them. If we give the National proper support for one year it will grow beyond our recognition and stand as a living monument representing a united grain trade.

GOVERNMENT CROP REPORT.

The preliminary estimate of the average yield per acre of corn in 1900, issued Nov. 15 by John Hyde, statistician of the Department of Agriculture, is 25.3 bushels; compared with an average yield of 25.31 bu. in 1899, of 24.76 bu in 1898, and a ten-year average of 24.1 bushels. The indicated yield per acre in Ohio is 37 bushels, in Indiana and Iowa 38, in Illinois 37, in Missouri 28, in Kansas 19, and in Nebraska 26 bushels. The average as to quality is 85.5 per cent; compared with 87.2 per cent last year and 82.7 per cent in Nov. 1898. It is estimated that 4.4 per cent of the corn crop of 1899 was still in the hands of farmers Nov. 1, 1900; compared with 5.9 per cent of the crop of 1898 in farmers' hands Nov. 1, 1899, and 7.25 per cent of that of 1897 in hand Nov. 1, 1898.

The preliminary estimate of the average yield per acre of buckwheat is 15 bushels, against an average yield of 16.56 bushels in 1899, 17.28 bushels in 1898, and a ten-year average of 16.8 bushels. The average for New York and Pennsylvania, the two states of principal production, is 14 bushels. The average as to quality is 90.2 per cent, against 88.4 per cent in November last and 85.2 per cent in Nov. 1898.

The preliminary estimate of the average yield per acre of potatoes is 80.8 bushels, against an average yield of 88.63 bushels in 1899, 75.19 bushels in 1898, and a ten-year average of 76.6 bushels. The average as to quality is 88.1 per cent, against 91.4 per cent in November last and 84.7 per cent in Nov. 1898.

William R. McAllister, grain dealer of Sydney, Australia, passed thru the United States recently on his return from a visit to England. He says: Our wheat crop this year is but an average one. There has not been the same amount planted since the drought, and it will be a long time before we get back to the yield we had before the dry season struck us. Our farmers have become discouraged and would rather wait for a few years than to take any chances again.

GRAIN TRADE NEWS.

CANADA.

Levi Beck has bot an elevator and mill of J. J. Smith at Yorkton, Assa.

Navigation at Montreal is practically closed with the sailing of the last steamers, Nov. 25.

W. Alonzo Barrows, grain dealer at Winnipeg, Man., has brot suit against Charles S. Forbes on a bill of \$200 for grain sold.

Grain importers of Liverpool, Glasgow and Bristol have complained to the Montreal Board of Trade of the irregularity in grain inspection at Montreal.

Stocks of wheat at Keewatin, Winnipeg and interior points of western Canada on Nov. 10 aggregated 3,075,000 bushels: compared with 7,250,000 bushels a year ago and 3,500,000 bushels two years ago.

The inspected receipts of grain at Winnipeg, Man., for the week ending Nov. 14 were 741 cars, against 707 the previous week, and 1,488 a year ago. Of the wheat 34 cars were graded No. 1 hard, 92 No. 2 hard, 332 No. 3 hard, 6 No. 3 northern, 8 rejected and 259 no grade. The 11 cars of oats, barley and flaxseed were no grade and rejected.

It is alleged that the contract made by Mr. Blair, minister of railways, for the transportation of 300,000 bushels of grain from Parry Sound to St. John, was made at a rate so low as to give the government railroad, the Intercolonial, only three cents a ton from Montreal to St. John, thereby entailing a loss to the government of \$16,000 on the shipment. The grain would have been carried by a Canadian line in any event, but Mr. Blair desired to turn the traffic thru St. John in order to benefit that port.

CHICAGO.

Mabbatt Elevators A and B have been equipped with an electric light plant.

After selling down to \$1,800, Board of Trade memberships have again reached \$2,050.

O. D. Wetherell's elevator is being repaired and its machinery thoroly overhauled.

H. J. O'Neill, the one time barley king, has been freed of his debts thru the bankruptcy law.

Low grades of wheat show an improvement in price compared with the contract grade of December.

Some members are of opinion that the Board's defense before Judge Vail was poorly handled by its attorneys.

Patrick Conlon died Nov. 9 aged 82 years. From 1866 until 1885 he was one of the leading grain dealers in the city.

James Swan, of Eckhart & Swan, millers, died recently at Pasadena, Cal., where he has resided during the past four years.

Corn shippers at Chicago are finding that grain is scarce on account of the manipulation on the November delivery by Phillips.

The load of 210,000 bushels of corn and wheat taken on recently by the steamer Lafayette was picked up at three different elevators in four lots.

Members will vote on the proposition to extend the operations of the Board of Trade clearing house to the distant futures and to cash transactions.

Alterations have been made at several of the elevators in the way of raising doors and lowering tracks to permit the large cars now in use to enter.

Lloyd Smith is having a trial before the directors of the Board of Trade for having shipped grain out of a public elevator without canceling the receipts.

David Dudenhaven, who as secretary of the Chicago Grain & Provision Association operated a get rich quick scheme, has been convicted of using the mails to defraud.

The Hess Grain Drier is covering itself with glory in the November corn deal. So far none of the corn conditioned by this drier in the Chicago elevators has failed to pass inspection.

George H. Phillips, the young grain commission merchant, is running a deal in November corn that has attracted much attention, besides paying a handsome profit to all elevator men who have been wise enuf to equip their houses with driers.

The right of the Calumet Grain & Elevator Co. to extend its dock into the river is still being litigated. Four parties are concerned, the city on the one hand and the elevator company, the Cummings estate and the federal government on the other.

The government war tax on exchange transactions is a heavy burden to the pit scaplers some of whom have to pay out \$1,000 a month for stamps. The internal revenue collections in Illinois are greater than those in any other state of the Union.

The starting of the Calumet Grain & Elevator Co.'s new plant at South Chicago Nov. 10 was marred by an accident to the transmission, which broke down, causing \$500 damage by twisting of shafting. The trouble was caused by a break in the rope drive which is very complex. No one was hurt.

The following were appointed delegates to the convention of national associations at St. Louis, to suggest changes in the interstate commerce law: H. F. Dousman, B. A. Eckhart, W. J. Pope, W. H. Chadwick, R. S. Lyon, Samuel A. McClean, Jr., George F. Geist, George S. Bridge, and George W. Stone.

William M. Gregg, one of the oldest members of the Chicago Board of Trade, died Nov. 10, aged 70 years. He was born in Pennsylvania and in 1872 went to Chicago, where he became a member of the Board and of the firm, T. W. Hallam & Co., which three years later was changed to Gregg, Rankin & Co.

Captain J. S. Dunham says: If something is not done for the relief of our commerce we will wake up some morning and find that we have none. As in the case of other business, commerce will follow the lines where business may be done cheapest. We used to brag about Chicago going ahead of New York. We don't hear of this now. I believe that Chicago is declining. The fact that the real es-

tate has gone down shows it. I am afraid the city has already waited too long for its needed improvements.

The annual report of the grain inspection department shows that 23 per cent of the grain received in Chicago by rail goes into public warehouses. In 1898 only 19 per cent went into the public houses. The total receipts of grain at public warehouses was 72,961,273 bushels during 1899. The shipments were 69,762,531 bushels.

W. Parker Fraser of Ballarat, Australia, was in Chicago. He is making a tour of the American grain and milling centers to familiarize himself with American grains and methods. Our system of buying and selling grain by grades commands his admiration and he expressed the wish that the practice might be inaugurated in Australia.

Edward G. Heeman, who has become well and favorably known in the grain trade of the west thru his management of the grain receiving department of Ware & Leland, has resigned his position to engage in another line of business in New York. His departure is regretted by his many friends in Chicago, who wish him well in his new venture.

The man who holds a bushel of wheat a year loses 10 cents in carrying charges. Whenever he changes from one future to another he is reminded of the unpleasant fact. The change in the rules limiting trading to 60 days compels him to change over 6 times a year instead of twice. Thus often reminded that he is playing a losing game the bull speculator is becoming discouraged.

According to the recent decision of Judge Vail all that is necessary is for the Board of Trade to convict the Central Grain & Stock Exchange of being a bucket shop in order to cut off quotations from the illicit concern. A conviction should be easily obtained. On behalf of the Board John Hill, Jr., has obtained convictions of 20 or 30 bucket shops in this city. Why not the Central?

The affiliation of the Board of Trade with the Exchange Telegraph Co. is delaying a settlement of the quotation difficulty. The Board and the old telegraph companies have practically compromised on all points, including the bucket shop question; but the Board desires to reserve a monopoly of the local field for the Exchange Telegraph Co., while the old companies desire free competition. It is alleged the Board is tied up by a 20-year contract made a few months ago with the Exchange or Cleveland Telegraph Co.

At the recent annual meeting of the American Malting Co. the stockholders' committee recommended that the capital stock of the company be readjusted and reduced to an amount commensurate with the value of its properties, determined with due reference to its probable future business and present physical condition of its plants. The outstanding bonds and stock now amounts to \$32,944,000. The result of the year's business is that the company has had to write off \$69,000 in bad debts and set aside \$100,000 to meet losses on old contracts, after which there remains a surplus of \$123,000.

Phillips' corner on November corn has hoisted the price to the neighborhood of 50 cents and caused the elevator men to use all means in their power to get contract corn on him at the fancy price. Phillips has men on watch at the eleva-

tors to see that no corn that goes into a public elevator is below the contract grade. His sampler, H. T. Cubbins, protested against the transfer of a boatload of corn from the Minnesota cleaning elevator to an adjoining public elevator, and Chief Inspector Noble turned the grain back and suspended the two inspectors without pay. Some corn offered by Counselman & Co., at South Chicago, was passed by one inspector and rejected by another. The grain rejected was dirty, broken and damp.

D. W. Hogan, state grain registrar, in his annual report just issued, says: I desire to especially emphasize the statement made by my predecessors, periodically for the last twenty-seven years that the warehouse law should be amended. The general public seems to be of the opinion that the law is sufficient, but that its enforcement was neglected by this department. This assumption is not true. The Registrar had no power to compel the Chicago Elevator company to cancel registered receipts, neither by law nor any rule of the department; and I desire to concur in the statements of my predecessors when I urge upon the Board of Railroad and Warehouse Commissioners to recommend such amendments to the warehouse law as will enable the Registrar to require the shippers of grain to register the receipts for cancellation before they are permitted to deliver out the grain. This can be done by adding to the supplementary cancellation law, Revised Statutes, chapter 114, section 5, that the inspector stationed at the elevator shall not permit the outshipment of any grain until he is instructed by the Registration department that a receipt for the amount desired to be shipped has been duly registered for cancellation.

ILLINOIS.

John Eversole is erecting an elevator at Sublette, Ill.

R. S. Nelson has removed from Litchfield to Jacksonville, Ill.

Charles Radley has taken charge of the Radbone Elevator at Elmwood, Ill.

Hance & Scanling of Newman, Ill., have moved their new grain office.

J. R. Caldwell is building an addition to the Allison Elevator at Alvan, Ill.

William Ernest's new elevator at Carlock, Ill., is being hurried to completion.

W. M. Prillaman has placed a new roof on the Putnam Elevator at Rossville, Ill.

Job Snehea of Astoria, Ill., has retired from the Fulton Mills and will buy grain.

Diamond & Hyndman of Capron, Ill., have equipped their elevator with a car loader.

R. S. Nelson, Jacksonville, Ill.: Cannot get along without the Grain Dealers Journal.

W. F. Banta, grain dealer of Ridgefarm, Ill., has a new boiler in readiness to install.

The new elevator of the Ennes-West Co. at Walnut, Ill., was placed in operation Nov. 5.

Readers will confer a favor sending notices of new elevators, new firms and business changes.

Bert Potter has sold his elevator at Shabbona, Ill., and will buy a cattle ranch at Winfield, Kan.

The E. E. Hollister Co., of Quincy, has completed a new feed mill for James Shay, Big Neck, Ill.

Henry Grube will build a grain elevator at West Brooklyn, Ill. He has purchased an acre of ground.

W. A. Williams has bot Allen Bros.' elevator at Saunemin, Ill., and will remove his family to that place.

O. H. Wood, grain dealer of Lanton, Ill., was married Nov. 8 at Decatur to Mrs. Cora Reynolds of Lovington.

Ira Nixon will resign his position as manager of the elevator at Weldon, Ill., operated by Rogers, Bacon & Co.

Greenleaf & Co., of Jacksonville, Ill., are taking down the old elevator at Murrayville, Ill., and erecting a new one.

William Callahan of Monarch, Ill., is remodeling his elevator, building an addition and putting in a 12-h. p. engine.

A 10,000-bushel grain elevator will be erected in connection with the new flour mill of Wright & Worstman, Dongola, Ill.

J. W. Robertson & Co., of Mansfield, Ill., have bot the Richner Elevator and will operate it in connection with their other house.

Jas. Kitchen of Mattoon, Ill., was in Chicago this week looking after the grading of a large shipment of No. 2 corn to that market.

C. B. Haeger of Merritt Bros. & Co., at Dwight, Ill., says that the corn at his station is a good grade, the best on the Chicago market.

The Marsden cornstalk factory at Chenoa, Ill., was placed in operation recently. The finished product is being shipped to Peoria.

The corn exposition at Peoria is to be made a permanent annual event. In future years it will be carried out on a more elaborate scale.

Hugh Bone, of Decatur, formerly engaged in the grain business at Arcola, Ill., is visiting, and may remain permanently at Crowley, La.

At Big Rock, Ill., the Neola Elevator Co. is building a lumber shed and putting in a new 22-h. p. gasoline engine for grinding and elevating.

Arthur Abbott has resigned his position in the grain office of Kirkpatrick, Lackland & Co., Chenoa, Ill., to go to Idaho on account of failing health.

John B. Lafferty, Alexis, Ill.: Please discontinue my advertisement of elevator for sale. It was sold immediately after the first notice in the Journal.

The elevator at Roberts, Ill., purchased by J. H. Moiser, was sold by Geo. L. Merritt & Co., and not by Merritt Bros. & Co., as stated in this column.

Jordan Bros., of Heyworth, Ill., have had so much trouble with their gasoline engine that they are making arrangements to install a steam engine.

Peoria Commission merchants expect the grain receipts at that market to be considerably increased by the coming of the Chicago & Northwestern Railway.

J. B. Micheal, hay shipper of Assumption, Ill., suffered \$10,000 loss by fire Nov. 10. His warehouse, engine and machinery were burned. Insurance, \$5,000.

Arthur McLaughlin will not engage in the grain business at Oquawka, but is erecting an elevator at Little York, Ill. Power is supplied by a 40-h. p. gasoline engine.

R. G. Risser, grain dealer of Kankakee, Ill. received a letter a few days ago from Chicago signed "A Friend" inclosing a draft for \$25. The writer stated that he had been in Mr. Risser's employ some years ago and had appropriated \$60 and that now he was very

low in consumption and could not meet death without making reparation for the wrong done and that \$25 was all he had.

Wiley, Marvel & Co., of Lincoln, have purchased the elevator at Tabor, of J. T. Gelsthorp, who is in the grain business at Beason, Ill. William Gambrel will manage the elevator for the new owners.

Julius Thomas, grain dealer of Millington, Ill., visited Ottawa recently, and after cashing a check at one of the banks, was set upon by a couple of thugs and beaten. His pocketbook, containing \$136, was taken.

The Neola Elevator Co., of Chicago, has bot the elevator and feed mill of T. C. Williams at Mt. Morris, Ill., and has placed the plant in charge of F. J. Lindsay, formerly employed by the company at Grand Ridge, Ill.

While filling the tank of the gasoline engine in Herb's elevator at Emington, Ill., recently, the vapor exploded, setting fire to the woodwork of the engine room. Quick work with a fire extinguisher saved the building.

F. M. Powell, who has been operating under the lease the large elevator of the Hudnut Co., at Arthur, Ill., recently visited Terre Haute, Ind., and closed a deal by which the ownership of the company's property at Arthur, Fairbanks, Williamsburg and Cadwell is transferred to him.

Fire at Willey, Ill., Nov. 21, destroyed the elevator of the Pratt-Baxter Grain Co., Taylorville, Ill. The house was one of the best owned by that company, and the loss is \$10,000: two-thirds insured. About 15,000 bushels of corn and oats were burned. A cheaper plant will be built to take its place.

J. D. McClean has applied for a receiver for the Mattoon Elevator Co., of Mattoon, Ill. Mr. McClean alleges that last June he made arrangements to lease the elevator systems of E. & I. Jennings consisting of elevators at Mattoon, Magnet, Dorans, Gays, Janesville and Coles from July 1, 1900, to the last day of June, 1901. He afterwards formed a partnership with H. E. Kinney of Indianapolis and Lee Hunt of Chicago to operate them, they to furnish \$5,000 in cash, he the office furniture and leases. McClean was to receive 40 per cent, Kinney 40 per cent and Hunt 20 per cent. Jennings & Co. were to be paid \$100 a month rental, and McClean and Kinney were to receive salaries of \$75 a month each. McClean says that he went to Gays in September to repair the elevator there, and that the books were kept by others. When he came back he says Kinney told him the business had lost \$700 and that under that representation he offered to assign his interest to Hunt. He afterwards, he alleges, went over books and found that the company had profits of \$5,000. He now asks for a receiver and an accounting in court.

INDIANA.

A. G. Jackway, Goodland, Ind., Nov. 20: Crops are good.

Charles Hall is overhauling his elevator at Jacksons, Ind.

E. T. Hopkins' warehouse at Kings, Ind. was burned Nov. 11.

Magill & Son and W. R. Kelly of Portland, Ind., are out of the grain business.

Walter Rich, of Oxford, Ind., who has an extensive acquaintance among grain men, recently lost a child. His numer-

ous friends regret to learn of his bereavement, and extent their heartfelt sympathy.

W. H. H. Quick & Co., of Frankton, Ind., have just completed a 15,000-bushel elevator.

R. H. Davis is attempting to scoop corn at New Castle, Ind. He has no facilities.

Menell Balch has entered the employ of McNaughton Bros., grain dealers at Ray, Ind.

C. M. Goff, who leased his elevator at Francesville, Ind., now resides at Frankfort.

The Born Grain Co. has the foundation for the new elevator at Ash Grove, Ind.

J. L. Barnard of Fowler, Ind., writes that M. Duffy is building an elevator at Otterbein, Ind.

Goodrich Bros., of New Castle, Ind., have built an addition to their elevator for coal storage.

Prewitt & McMurray are attempting to conduct a scoop shovel grain business at Francesville, Ind.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

L. S. Sparks of Selma, Ind., expects to remodel his elevator this winter, and put in new machinery.

A. G. Jackway is interested with Hugh Murray in leasing the elevator at Idaville, Ind., of Mr. Ireland.

Frank Russel, manager of the Montezuma Mill Co.'s elevator at West Union Ind., died suddenly Nov. 10.

New Bros. have opened their elevator at Ingalls, Ind., under the management of Henry Owens of Maxwell.

Lee M. Fishbaugh, of Union township, has removed from Bluffton to Bippus, Ind., where he will buy grain.

R. S. Stoll, Thorntown, Ind., Nov. 20: We will have more corn this year than last. Corn moving pretty freely.

H. A. Myers, Francesville, Ind., Nov. 20: Crops good; pretty good quality of corn, best we have ever had here.

C. W. Pierce of Union City has bot the elevator at Jonesboro, Ind., and placed Mrs. J. K. Jackson in charge.

Frank Wilson of Clarks Hill has removed to Fickle's Station, Ind., where he is employed in the new elevator.

Pearl Finch will remove from New Ross to Advance, Ind., where he has taken charge of the Advance Grain Co.'s elevator.

Mr. Elward has bot the interest of Frank Lynn in the warehouse at La Fontaine, Ind., and retains only an interest in the scales.

J. D. Myers, a veteran grain dealer of Indianapolis, is re-entering the trade after about five years' idleness enforced on him by sickness.

Caldwell, Barr & Co., are building a mammoth crib at Earl Park, Ind., where they will have 500,000 bushels capacity in elevator and cribs.

M. A. Current of Fairmount, Ill., has purchased and on Dec. 15 will take possession of Sam Finney's 20,000-bushel elevator at State Line, Ind.

Heat from the boiler smokestack ignited the shingles on L. S. Spark's grain elevator at Selma, Ind., recently. The fire was extinguished with slight damage.

Franklin, Ind., is experiencing a corn blockade, owing to the burning of the Houston Elevator and inability of the Pennsylvania Railroad to furnish cars.

C. E. Bash & Co., have opened their large grain elevator and hay warehouse

at Huntington, Ind. Its capacity is 20,000 bushels, and the machinery is driven by a 20-h. p. gasoline engine.

Bauman & Co. have bot the elevator at Chase, Ind., of Riddle & Bauman, who have moved away. Bauman & Co. contemplate building a new elevator in the spring, of 30,000 bushels capacity.

Nitroglycerin was used by cracksmen on the safe in the elevator of A. B. Cohee & Co., at Burrows, Ind., on the morning of Nov. 17. The combination was knocked off, but the doors withstood the attack.

W. E. Hurd, Logansport, Ind., Nov. 15: Corn crop 25 per cent less per acre than last year; too much wet, hot weather for it to mature. Cars very scarce; dealers cannot fill their sales. Farmers hustling for tax money.

Cornthwaite Bros., Cicero, Ind.: We believe the Grain Dealers Journal is a valuable paper for the trade, judging from the amount of mail matter we have received since our name was published. We have our new elevator about ready.

Harry Randolph, grain dealer at Covington, Ind., has been elected treasurer of Fountain County. As this county is democratic it speaks well for Mr. Randolph's popularity that he was elected on the republican ticket by a majority of 239.

Caught throwing a match into a pile of brooms at the elevator of the Churchill-White Grain Co., South Bend, Ind., John Beyers was brot to a halt by a pistol shot from the engineer. While being escorted to the jail he attempted to escape and was fatally shot.

The indictment against E. C. Vernon, grain dealer of Anderson, Ind., on the charge of having embezzled 580 bushels of wheat stored in his elevator by a farmer, has been dismissed by the state's attorney on the ground that the storing of wheat in a warehouse is equivalent to selling it outright. Consequently Mr. Vernon did no wrong in shipping the grain and retaining the proceeds until called for by the farmer. Financial reverses caused the failure of Mr. Vernon, who for 20 years has been prominent in the grain trade at Anderson.

IOWA.

C. H. Stone & Co.'s new elevator at Sabula, Ia., is nearly completed.

Brown & Walker have retired from the grain business at Mediapolis, Ia.

A. J. Froning of Geneva, Ia., is buying a gasoline engine for his elevator.

John Tjaden of Wellsburg, Ia., is putting in a car loader at his elevator.

The elevator at Casey, Ia., has been burned with 5,000 bushels of grain.

Keith & Roth of Wayland, Ia., are building a corn bin at their elevator.

W. Thomas of Ottumwa will engage in the grain business at Martinsburg, Ia.

E. A. Rea of Corydon, Ia., has remodeled his elevator and put in a feed mill.

Dunkleberger & King of Nevada, Ia., have installed a new boiler at their elevator.

Smith & Lamb of Olds, Ia., have recently installed a 12-h. p. Lewis Gasoline engine.

Mr. Woody has bot the grain elevator of T. J. Castro at Cedar, Ia. He will erect corn cribs.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

C. H. Crawford, of Hedrick, Ia., has moved his grain office and is putting in new scale frames.

Sampson & Livingston have about completed their new 25,000 bushel elevator at Washington, Ia.

The Davenport Grain Co. will build an elevator at Melvin, Ia., on the new line of the C., R. I. & P. R. R.

James Carr, Lamont, Ia., Nov. 17: We have a very large corn crop in this county this season, of fairly good quality.

J. R. Skinner has bot the interest of his former partner, C. E. Wagar, in their grain business at La Porte, City, Ia.

Chris Williams of Stratford, Ia., has moved the old elevator and will erect a new one. A corn sheller will be put in.

The Hartley Grain Co., of Hartley will build an elevator on the C., R. I & P. R. R. at the first station north of Hartley.

Two long cribs of the Interstate Elevator Co., at Ellsworth, Ia., have been taken down and shipped to other points.

Horace R. Williams formerly in the grain business at Yarmouth, has started his new 12,000 bushel elevator at Mt. Union, Ia.

The Des Moines Cereal Club held a meeting recently to consider the feasibility of erecting an office building for the grain dealers.

John Codner has just completed a large elevator at New London, Ia. It is equipped with a feed mill and a 50-h. p. steam engine.

The Wheeler Grain & Coal Co., of Laurens, Ia., will build an elevator at Clay, Clay Co., new branch of the C. R. I & P. R. R.

L. G. Beale of Gilman, Ia., writes that he expects to rebuild the elevator destroyed by fire Sept. 1. The contract has not been let.

The Transmississippi Grain Co.'s new elevator at Preparation, Ia., is doing a good business, contrary to the expectations of certain wiseacres.

J. G. Leary of Lawler has removed to Ionia, Ia., where he has erected an elevator and will engage in the grain business on his own account.

Frerichs Bros., grain dealers of Grundy Center, Ia., have made some changes in the arrangement of their office and new scales, for greater convenience.

John Youngerman, Waukee, Ia., is entirely out of the grain business. He has bot a grocery store in a small town and will confine himself to that business.

A elevator to handle corn and a sheller are being put in at the elevator of James Carr, Lamont, Ia., to care for the increase in the shipments of that cereal.

Fred Faulkner, the representative of W. R. Mumford Co in Iowa, Minnesota and the Dakotas, has made a change of headquarters from Beloit, Wis., to Cedar Rapids, Ia.

R. C. Jordan, the Burlington representative of J. F. Harris & Co., was in Chicago last week and reported new corn from Southwestern Ia., grading No. 3; feeders scarce.

J. A. Carden of Winfield, Ia., was in Chicago last week and reported that corn is yielding 40 to 60 bus. of good quality and good enough to ship. Feeding reduced one-half. No old corn left.

The Nye & Schneider Co., which has established general offices at Mason City, Ia., this season, operates 17 elevators along the new line of the Northwestern between Belle Plaine, Ia., and Fox Lake, Minn. The energetic manager, A. J. Zingre, is constantly enlarging the busi-

ness, and will also handle coal, lumber and live stock at many stations.

The grain elevator of the Great Western at Shell Rock, Ia., has been purchased by W. F. Brown and McInroy & Apfel, who will raise the building four feet and put in a dump and engine.

Bowen & Regur of Des Moines will build an elevator on the new branch of the C., R. I. & P. R. R. at the first station south of Hartley. They are now building elevators at Blanden, Davis and Royal.

Stockholders of the Davenport Malt & Grain Co., Davenport, Ia., will vote Dec. 6, on a proposition to increase the capital stock from \$75,000 to \$150,000, and the capacity of the elevator to 100,000 bushels a day.

Thos. H. Beggs, agent Great Western Elevator Co., Corwith, Ia.: We have had the Grain Dealers Journal one year and can't get along without it. We can get more information from it than any paper that we know of.

The new elevator of the Wheeler Grain & Coal Co., at Everett, Ia., on the new branch of the C., R. I. & P. R. R., will be in charge of Everett Wheeler, after whom the station was named. He is a son of W. K. Wheeler a prominent attorney of Kankakee, Ill., who has large land interests in that vicinity.

The Western Grain Co., of Cherokee, Ia., has bot the elevator at Mason, Ia., of T. E. Malden, who has been engaged in the trade at that point for 20 years, and will continue in the lumber business as well as conduct his meat market. His son Claude will take charge of the Western Co.'s elevator at Richards, Ia. The elevator will be reshunged and repainted and the driveways will be replanked. The steam engine will be replaced by a 20-horse power gasoline engine. John A. Haywood is temporarily in charge of the plant.

The Northwestern Iowa Grain Co., of Mason City, Ia., is one of the most progressive concerns in that part of the state, having a large number of elevators on the Chicago, Milwaukee & St. Paul, the Minneapolis & St. Louis, the Cedar Rapids, Garner & Northwestern, the Great Western, Iowa Central and the Mason City & Clear Lake Railways. The company has seven lumber yards and handles coal at all the stations it has elevators and also buys live stock at over 20 stations. The number of elevators will probably be increased to 50 within the next six months. A specialty is made of storing grain and storage capacity is being added to many of the elevators and by next year will have a storage capacity of one-half million bushels. This company has made remarkable strides since commencing business and is now one of the largest companies operating in northern Iowa.

KANSAS.

Samuel Bredahl has bot the elevator of M. C. McCafferty at Powhattan, Kan.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The wheat crop of Pawnee County, Kan., is said to be greater this year than the entire crop of Indiana.

A deputy collector of the internal revenue office has been touring Kansas to check up the users of documentary stamps. The deputy says he has discovered several large grain buyers who are

successfully evading the tax and saving themselves several dollars per day.

The car famine has compelled Gus Witt, grain dealer at Hudson, Kan., to pile 20,000 bushels of wheat on the ground.

The fees collected by the Kansas state grain inspection department during October amounted to \$4,151, sufficient to wipe out what remained of the old deficit, and leave a surplus of \$193. The deficit at one time amounted to \$6,000.

Joseph Berard, grain importer of Antwerp, Belgium, is establishing an agency at Kansas City, Mo., for the handling of Kansas wheat. His representative, Herman Guttman, says Kansas wheat is in demand for general use and the demand is greater in Antwerp than is the wheat of any other state. No. 2 wheat is of a better quality this year than was the No. 1 wheat of 1899, and is in demand for mixing. The Kansas wheat is a staple, not a fancy article. The failure of the crop in the Northwest very naturally has increased the demand for the Kansas article and Kansas City, because of its location, becomes a logical point for the establishment of one of our agencies.

MICHIGAN.

Brown City, Mich., is to have a new elevator.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The Watson-Welch Coal & Grain Co., of Chelsea, Mich., is building a brick office and will put in a large scale.

The grain elevator at Clare, Mich., collapsed on the night of Nov. 6, with 15,000 bushels of wheat, 5,000 bushels of other grain and 8 tons of flour. No one was in the vicinity at the time.

Jacob Beck & Son, Limited, have been incorporated at Detroit, Mich., to manufacture and handle cereals and grain. Capital stock, \$75,000; incorporators, Jacob Beck, George Beck, and Samuel T. Douglas.

Fire at Gagetown, Mich., destroyed the elevator of Frutchey, McGeorge & Co., on the morning of Nov. 10. The fire originated in the engine room, which had been thoroly inspected the night before by Manager Robert Young. As everything was in perfect order incandiarism is suspected. Lack of water and the car shortage conspired to make the loss a heavy one. Stored in the elevator were 5,000 bushels of beans, 2,500 bushels of oats, 1,800 bushels of wheat, 400 bushels of rye, 200 bushels of barley, 175 bushels of peas and 125 bushels of clover seed. Loss, \$13,500; insurance, \$9,300. The firm will rebuild.

MINNESOTA.

Bad roads are driving grain from the dealers at Winona, Minn., to the surrounding towns.

Joseph Biebl has succeeded R. H. Doeden as agent for the Peavey Elevator Co., at Gibbon, Minn.

Readers will confer a favor, by sending notices of new elevators, new firms and business changes.

Honstain Bros. have begun work on the 20,000-bushel elevator for the Minnesota Elevator Co., at Triumph, Minn.

Eugene M. Koll grain dealer of Alexandria, Minn., was married Nov. 17 to Miss Loda Glassford of Minneapolis.

Grain will be bot at Goodhue and Claybank, Minn., by the Minnesota Malt-

ing Co., of Red Wing. At Goodhue a 15,000-bushel elevator will be erected and at Claybank a flat house.

Work on the concrete elevator of the Peavey system at Duluth, Minn., has been discontinued for the winter by the builder, C. F. Haglin, of Minneapolis.

A leading Chicago elevator firm has recently purchased large quantities of low grade wheat at Minneapolis. The heavy and sustained buying has placed the price of the low grade 5 to 7 cents higher. It is alleged the grain is to be used for mixing.

Harry M. Case, Alden, Minn., writes: A. C. Hall & Son are erecting a grain office on their lot for the comfort of the grain buyers. Good sleighing about Alden has had a tendency to increase the grain business considerably the past week.

A. J. Anderson, who has been in the employ of the S. Y. Hyde Elevator Co., at Alden, Minn., has resigned and moved to the new town of Walters, Minn., to buy grain for H. J. Ries, who is erecting at that place an elevator with improved equipment.

Shopkeepers at Winona, Minn., are considering a plan to form an association to attract the patronage of farmers. The plan is to subscribe a fund to be turned over to the local grain dealers for use in raising the price of grain bot a cent a bushel over what is paid in other towns. It is believed the increase in trade would more than equal the expense.

William Clemens, agent for the Great Western Elevator Co., at Leonard, Minn., recently took his own life by shooting. After meeting two representatives of the elevator company at the depot he accompanied them to the post office and excused himself to go home, arriving there he immediately shot himself. His accounts are being checked over.

Farmers at Fosston, Minn., were greatly excited Nov. 21, when they discovered that the Alliance Elevator Co. owed \$9,000 as the result of three years' operation. The elevator was built by 200 farmers, who employed E. Leet and Ole Larkness to run it. Their faith in farmers' elevators has received a shock, and they are satisfied to let grain dealers conduct the grain business in the future.

The matter of removing the duty on wheat is again being agitated by Minneapolis grain men. On account of the poor crop in the northwest the millers of the flour city are drawing wheat from the distant southwest, while unable to use the wheat of nearby Manitoba on account of the tariff. The same influence that caused the government to expend \$700,000 to build reservoirs for the benefit of the Minneapolis millers' water power will be exerted to have the duty on wheat removed for their benefit.

The poor quality of the flaxseed shipped from Minneapolis to Duluth for some time has given the Duluth receivers considerable concern. Recently the matter culminated in the refusal of the Consolidated Elevator Co. to accept 25 cars of flaxseed from Minneapolis under the grade of No. 1 northwestern. The percentage of impurity or damaged seed permitted in this grade by the Minneapolis branch of the inspection department has been as high as 40, while the Duluth grading has been more strict. By the loose wording of the rules the percentage of damaged seed, permissible in the No. 1 is left in doubt. To settle the question

the members of the Duluth Board of Appeals visited Minneapolis to consult with that Board. It was agreed that the No. 1 northwestern should carry not over 20 per cent of unsound seed.

MISSOURI.

Jacob Arnold has bot a half interest in the grain business of M. Lang at Kahoka, Mo.

The St. Louis Merchants Exchange has posted the Minneapolis future quotations in place of those from Chicago.

The F. W. Clemens Feed Co. has been incorporated at St. Louis, Mo. Capital stock, \$10,000: incorporators, Frederick W. Clemens and others.

The Kansas Board of Trade has arranged for the posting of the continuous future grain quotations of the Minneapolis Chamber of Commerce.

S. J. Broughton, state grain inspector, Harroun Elevator Co., both of St. Joseph, Mo., were in New Orleans, La., recently to inform themselves on the grain situation.

The E. E. Hollister Co., of Quincy, Ill., has just completed a new plant consisting of sheller, cleaner, elevators and loading apparatus, for the Canton Milling Co., Canton, Mo.

C. Oliver, an old man ruined thru bucket shop dealings, was arrested at Kansas City, Mo., recently, for circulating an obscene pamphlet reviling the proprietors of the bucket shops.

Otto O. Stuede, formerly the representative at Baltimore, Md., of the D. R. Francis & Bro. Commission Co., has joined the new W. H. Stuede Grain Co., of St. Louis, Mo., and will remove to that city.

The Kansas City Suburban Belt Line has asked that the receiver appointed for the Missouri Elevator & Terminal Co., be discharged. The litigation over the company results from the contest between A. E. Stilwell and John W. Gates.

The Missouri Pacific has almost amended its through grain tariff from country points, effective Nov. 20, providing for the cancellation of all through rates named therein, except by its own line. This will have the effect of canceling all rates in tariff to or from points taking Mississippi river, Chicago, Peoria or St. Paul rates, except to points on the Missouri Pacific lines. The amendment does not operate against Kansas City, but rather in favor of it, as it removes the arbitrary as far as the Missouri Pacific is concerned of all points except St. Louis and East St. Louis.

NEBRASKA.

The courts have decided that the Nebraska State Board of Transportation is without authority. The provisions of the law passed in 1885 are unconstitutional.

Mason Cannon has succeeded W. S. Pool in the employ of the Central Granaries Co. at Ohiowait, Neb. The company has transferred Mr. Pool to Wy-more, Neb.

Geo. A. Bailey, agent Peavey Elevator Co., Carroll, Neb., Nov. 10: Corn crop light, average yield about 25 bushels, farmers generally done picking. J. R. Manning, a heavy stock feeder has 1,000 on feed. He has an elevator and handles 100,000 bushels each season, thus seriously affecting local markets. We have empty crib room for 115,000 of ear corn: very little coming in.

NEW YORK.

John S. Stuphen, a retired grain and flour dealer of New York, died Nov. 17.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Henry T. Shotwell, dealer in grain and horses at Brooklyn, N. Y., has filed a petition in bankruptcy. Liabilities, \$8,487.

The Buffalo Merchants Exchange has appointed George H. Raymond canal secretary, to work for the improvement of the Erie Canal.

George W. Jackson, formerly of Geneva, N. Y., has bot the grain and lumber business of L. S. Litzenberger at Hayt's Corners.

Horatio O. Williams, formerly a grain dealer of Utica, N. Y., has filed a petition in bankruptcy, to be relieved of debts aggregating \$16,111.

Nine relatives of Michael Murphy, killed at the plant of the Electric Grain Elevator Co., Buffalo, N. Y., Oct. 30., have bot suit for damages.

The supervisors of Erie County in which Buffalo, N. Y., is situated, have awarded to Joseph Metz the contract to build a granary costing \$1,825.

T. B. Chase and George Hollister of New York have again engaged in the shipping and commission business under the old firm name of T. B. Chase & Co.

NEW ENGLAND.

H. H. Capen is building a grain store at Spencer, Mass.

Exports of grain from Portland, Me., began the season Nov. 17.

The Swan & Sibley Co., Belfast, Me., has started its new elevator.

James W. Bicknell will engage in the grain and feed business at Canton, Me.

J. J. Lapin & Co., dealers in grain and hay at Portland, Me., have leased a wharf and buildings.

Captain Israel Weller, grain commission merchant, died at Pittsfield, Mass., recently, aged 60 years.

Mark Emery & Son, North Anson, Me., have built an elevator on the railroad to do away with teaming.

William H. Tobey, dealer in grain and feed at Hartford, Conn., has failed. Liabilities, \$5,971: assets, \$2,360.

O. G. Eaton and E. S. Joslin have formed the Eaton & Joslin Co. at Waitsfield, Vt., to deal in grain and lumber.

George S. Junkins, president and treasurer of the Stanley Grain Co., Lawrence, Mass., and formerly mayor of the city, died Nov. 13 of heart disease.

Edw. P. Merrill, grain broker, Portland, Me. writes: But little old corn being offered. Some inquiry for new corn. November shipment, via Grand Trunk R. R. Light call for oats. Millfeed moves slowly. Weather foggy, overcast and wet: has been so for several days.

New York City grain merchants are alarmed over the great inroads Philadelphia has made on New York's grain export trade. The decrease in the exports is shown by a comparison of shipments during the period from Jan. 1 to Nov. 4 of 1900 and 1899, which were 68,449,000 bushels, against 84,145,000 bushels, a decrease of 15,696,000 so far this year.

Grain shovellers at the Rutland Line elevators at Ogdensburg, N. Y., struck Nov. 10, because of the introduction of an automatic device which greatly lessened the number of men to be employed and facilitates the handling of the grain.

When the foreman discharged 6 of the 20 men, the 14 others shouldered their shovels and walked out. The device is one invented by Mr. Westbrook of Ogdensburg.

While the steamer Bulgaria was being discharged at the Marine Elevator, Buffalo, N. Y., Nov. 14, fire was discovered in the forward hold. The 80 scoopers hastily escaped, as the flames threatened the destruction of the craft. The 13,000 bushels of corn in the boat was damaged by water, causing \$3,500 loss. The vessel was damaged to the extent of \$10,000. Fortunately 17,000 bushels of the cargo had been removed before work was stopped. The Husted Milling & Elevator Co., bot 12,700 bushels of the damaged corn and is handling it at the new Nickel Plate Elevator.

The Iron Elevator & Transfer Co. has been incorporated at Buffalo, N. Y., to build and operate a grain elevator. Capital stock, \$100,000: incorporators, Milton Churchill of Chicago, Leroy C. Churchill of Toledo and George W. Bartlett of Buffalo. These men are already represented in Buffalo through the Seneca Street offices of Churchill & Co., the Diamond Mills. They are all directors in the new company. Thomas B. Ferguson the fourth director, is from the C. H. & D. Terminal Elevator and transfer plant at Toledo. The new company will begin business as soon as the elevator is built, which will be about March 1. At present the pile drivers are at work and over thirty days' work has been done.

The brief period of prosperity that the grain business of Brooklyn has been enjoying has come to a sudden end. For several days past little or no grain has been taken into the warehouses. Beard's elevators are working on an old contract of 200,000 bushels. No more appears to be in sight. For several days there was absolute idleness at the several Atlantic Dock elevators, although some canal grain is being taken in there now. McCormick's and Master's had just been reopened after a year's idleness and they will soon be closed again. The United States elevator, foot of Degraw street, is doing some transfer work, while the Portuguese steamers Peninsular and Dona Amelia have been loaded at Dow's for the Azores and Lisbon. This appears to be the end of the grain business so far as Brooklyn is concerned. The era of prosperity that seemed in sight a couple of weeks ago has vanished into thin air. Within a brief period 4,000,000 bushels of grain reached the elevators here.—Brooklyn Eagle.

NORTHWEST.

The Interstate Elevator Co has closed its elevator at Hitchcock, S. D.

F. M. Morse's feed mill at Aberdeen, S. D., recently was slightly damaged by fire.

Ludvig Peterson has bot a 12-h. p. gasoline engine for his feed mill at Hetland, S. D.

Jack Riley has succeeded Jack Halsey as grain buyer for Claude Thompson at Parker, S. D.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

A brick fire wall is being erected between the elevator and mill at the Aberdeen Mill Co., Clark, S. D.

J. N. Hymes of Volga, S. D., will engage in the grain business on his own ac-

count. He has leased the Fisher Warehouse.

The Farmers Elevator & Milling Co., has been incorporated at Cary, S. D., with \$10,000 capital, by Peter Traegser and others.

OHIO.

J. W. McMillen, it is said, will rebuild his burned elevator at Scott, O.

Owens Bros., have acquired and are operating the elevator at Mechanicsburg, O.

John Van Wagener, grain dealer of London, O., has completed a new grain office.

An elevator is being built on the B. & O. Railway at Deshler, O., to be managed by J. M. Cain.

Charles Buckley has purchased his brother's interest in the grain elevator at Kingman, O.

The contract for erecting the new elevator of Molland & Wright at Bellevue, O., has been let to C. Stotz.

A large stone dumped with a load of corn ruined the sheller and machinery at W. J. Ross Co.'s elevator, Ansonia, O., one day recently.

Mr. Daugherty has succeeded the late Edward Mantle as weighmaster and bookkeeper at the grain office of Jones & Co., Derby, O.

S. C. Chamberlain has removed from East Liberty, O., to North Lewisburg, to take charge of the grain elevator recently purchased by him and his brother.

Creditors of Joseph Sherck, grain dealer at Bellevue, O., held a meeting recently. The creditors are principally farmers who had grain stored. The assets are \$5,750.

Jos. W. McCord of McCord & Kelley, Columbus, O., has moved into a handsome new mansion which he recently completed in the residence section of the Capital City.

S. R. Backus, of Toledo, O., is negotiating for switching facilities and proper freight charges, to warrant the construction of an elevator on the site of the old Union Elevator.

The J. N. Feiden Grain Co. has been incorporated at Cleveland, O. Capital stock, \$20,000: incorporators Jacob N. Feiden, Lena Feiden, George Smith, Peter Feiden, and John Brunner.

Huston & Hill have broken ground for their new elevator at Alliance, O. The elevator at Deweyville, O., is to be torn down and rebuilt by Churchill & Co., who will also put in a corn sheller.

The corn crop along the C., H. & D. and the I., D. & W., beats anything ever known to General Manager Waldo. He says the quantity in store would require three months to move if every car that could be hauled were available.

Reichelderfer Bros., of Amanda, O., have leased the elevator of Jesse Stevenson. The safe in the office of Reichelderfer Brothers was blown open Nov. 12, completely demolishing the safe and one side of the building. The burglars secured about \$30 in cash and destroyed the firm's books.

PACIFIC COAST.

The Spokane Grain Co. has been incorporated at Spokane, Wash.

Charles Himmelman, for many years in the grain business at Red Wing, Minn., died recently at Santa Barbara, Cal., where he has resided for five years.

The new warehouse of the Northwestern Warehouse Co., at Tacoma, Wash., has been completed.

Johnson & Stevens of Almira, Wash., have sold their general store, but will continue in the grain business.

Exports from San Francisco during October included 261,000 centals of barley, 37,035 bales of hay, 236,000 pounds of rice, and 625,000 centals of wheat.

The recent chartering of the ship Nederland to load wheat at Portland in September, 1901, is one of the most distant made on the Pacific Coast for years.

The Farmers Warehouse Milling Co., has been incorporated at Salem, Ore., to operate a grain warehouse and build a flour mill. Capital stock, \$25,000; incorporators, A. M. Murphy and others.

A. G. McAdie, of the government bureau, says in his report of Nov. 19: This has been the heaviest rainfall of the season, and in some sections of California the heaviest for two or three years. The benefit to the agricultural interests is inestimable, as it gives new life to fruit trees and vines, increases the water supply in the districts of scanty rainfall, softens the soil for immediate cultivation, and revives pasturages and early sown grain. In a few places in the northern Coast section the soil has become too wet for present cultivation, but in all other sections plowing and seeding will now be crowded forward with vigor, with good prospects for the largest acreage of grain for several years.

PENNSYLVANIA.

Philadelphia has chartered 35 steamships to arrive for grain, and more boats are wanted.

The Alfred E. Mayer Co., grain and stock brokers with headquarters at Pittsburgh, Pa., and 22 branch offices in Pennsylvania, West Virginia and Ohio, suspended business Nov. 12.

An example of the quick dispatch which Philadelphia gives to grain vessels is furnished by the British steamer Blodwen. On Nov. 20, 156,567 bushels of corn was placed on board in 5 hours and 35 minutes of working time. One hundred grain trimmers were employed to distribute the corn from six spouts.

SOUTHEAST.

A. Waller & Co., Henderson, Ky., will rebuild their burned elevator.

The elevator of the Farmers Mill & Elevator Co. at Sparta, Tenn., has been placed in operation.

Captain W. G. Mitchell has bot the business of the Montgomery Grain Co., of Bay St. Louis, Miss.

A grain elevator and flour mill will be built by the Star Milling Co., just organized at Ashwood, Tenn.

G. T. Hodges has moved his elevator at Duffields, W. Va., to make room for the third track of the B. & O.

The City Grain & Feed Co., of Columbia, Tenn., has in operation one of the largest shelling plants in the south.

Daniel Rider's hay packing establishment at Baltimore, Md., was burned Nov. 12. Loss, \$5,000: partly insured.

Mr. Kinkaid has purchased the interest of his partner in the grain business of Reay & Kinkaid at Morgantown, W. Va.

The Abbeyville Warehouse Co., has been incorporated at Abbeyville, S. C.

with \$6,000 capital stock, by J. R. Blake and others.

Harry D. Williar, of George P. Williar & Son, dealers in grain and flour at Baltimore, Md., has been confined to his bed with typhoid fever.

R. M. Brown, formerly cashier in the freight office of the L. & N. Railroad, has acquired an interest in the Western Grain Co., Birmingham, Ala.

Smith, Thompson & Co., grain dealers of Paducah, Ky., have placed in position a large traction engine with which to run their corn shelling plant this season.

A grain elevator is to be built by the Montgomery Elevator & Warehouse Co., Montgomery, Tenn. John E. Hall is president and T. J. Sullivan, manager.

Clarence Trousdale, formerly connected with the Western Grain Co., has joined Alex. Cecil in the purchase of the business of the Southern Grain Co., Birmingham, Ala.

Captain G. T. Ryman of Nashville, Tenn., will erect a commodious elevator and warehouse to cost \$15,000. The building will be of brick. The warehouse will be 125x200 feet, and the elevator will have seven floors. The contract to erect the building has been let to W. C. Bush & Co.

The Baltimore Chamber of Commerce has reduced the limit of membership from 1,000 to 400, and increased the initiation fee from \$250 to \$500. Non-residents may now join the Chamber. The Chamber now has 403 members, and when the number falls below that figure it will not be increased.

William S. Marks, head bookkeeper and confidential clerk of Neil & Shoffner, grain commission merchants of Nashville, Tenn., has absconded with some of the firm's cash. The shortage is over \$20,000. It develops that Marks has been carrying on a systematic robbery of the firm for several years. Neil & Shoffner do a very large business in grain and feedstuffs and about a year ago it became evident that the profits of the firm were not in keeping with the business done by them. A local note falling due recently caused the bank cashier to call up the firm, and one of the partners, answering the telephone, was surprised to learn of the existence of the note. Marks was suspected, and a short investigation proved that his books were irregular. Finding an examination was in progress, the bookkeeper fled.

SOUTHWEST.

John Featherston of Milton, Wis., will engage in the grain business at Enid, Okla.

A factory to make paper out of the hulls of cotton seed is to be erected at Oklahoma City, Okla.

The F. C. Ayers Mercantile Co., Denver, Colo., has purchased for \$15,000 a piece of ground adjoining its present warehouse on which to erect immediately a large and modern grain elevator.

Charles F. Orthwein's Sons, grain exporters of St. Louis, Mo., have canceled their lease of Illinois Central Elevators A. and B., at New Orleans, La., on the ground that the elevators have been rendered unsafe by the undermining of the bank of the river.

Feigel, Fleischmann & Co., bankers of Vienna, Austria, are promoting a new steamship line between New Orleans and Genoa, Italy, and Trieste and Fiume, Austria. Their representative, Charles J.

Blau, was in New Orleans recently, to make the necessary arrangements.

Colorado grain dealers are about to organize a combination for the purpose of collectively bringing their claims for equitable freight rates before the railroads. The grain men insist that if the rates that were in force on grain from the east to the Pacific Coast points twelve years ago were restored, the surplus of Colorado grain could be shipped, at a profit larger than is now obtained in the East, to the Philippines and other oriental countries and that the Kansas and Nebraska product could be brought here and reshipped to the far East at a better profit to the growers and carriers than is now obtained. The present freight rates give the growers of California, Oregon, Washington, Manitoba and British Columbia an advantage that should be shared by all of the Western and Rocky Mountain states. If the old rates were restored it is predicted that Denver would become a great grain shipping center.—Post, Denver, Colo.

TEXAS.

Morris & Combs will erect a rice mill costing \$100,000 at Houston, Tex.

The Aldridge Mill & Elevator Co. has been formed at Austin, Tex., with \$25,000 capital stock.

The Bay Prairie Rice & Irrigation Co. has been formed at La Grange, Tex., and will plant 10,000 acres. Canals and machinery will be put in to irrigate \$50,000 acres.

Fire at Wichita Falls, Tex., on the night of Nov. 12 destroyed the elevator and warehouse of the Wichita Mill & Elevator Co. Loss, \$100,000; insured. The mill was saved.

E. A. Turner, manager of the North Texas Grain Elevator & Mill Co., of Van Alstyne, Tex., has found business so heavy that he has ordered a 22-h. p. gasoline engine to be installed in the elevator.

President J. B. Harrison, of the Texas Grain Dealers Association, says that the future of Texas demands that the port of Galveston be rehabilitated. The people of Texas and the legislature have a duty to perform which they should perform without delay.

The Texas Railroad Commission has authorized the application of grain rates to shipments of rough rice between all stations on the New York, Texas and Mexican railway and Gulf, Western Texas and Pacific railway, including shipments passing from points on one to those on another of said roads.

WISCONSIN.

J. F. Spoon & Co., of Janesville, Wis., are rebuilding their burned elevator.

H. Boettger & Sons of Two Rivers, Wis., will equip their grain elevator with a feed mill.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

M. B. Helmer, of Fond du Lac, Wis., has postponed the rebuilding of his burned elevator until spring.

The Northern Grain Co., of Manitowoc, Wis., recently has 400 cars of grain, mostly barley, in its yards, waiting to be unloaded.

George M. Moulton & Co., Chicago, are making the plans for the 600,000-bushel elevator to be built for the William

Rahr Sons' Co., malsters, of Manitowoc, Wis.

Zuill & Hawes, of Whitewater, Wis., who leased J. Blakeslee's warehouse last July, have purchased the Coburn Warehouse and will use both after making repairs.

John E. Hall, of the Kewaunee Grain Co., Kewaunee, Wis., has been imprisoned for contempt of court in refusing to pay over to the receiver money collected by him, as ordered.

The machinery for the elevator to be built by the Northern Grain Co., at Manitowoc, Wis., has not been selected. The capacity of the plant will be 1,500,000 and the cost \$700,000.

The biggest cargo ever loaded at the head of the lakes was that of the steamer Simon J. Murphy at the Cargill Elevator, Superior, Wis., Nov. 13. It consisted of about 300,000 bushels of barley.

Buestin Bros. have a claim for \$4,500 in the United States court at Milwaukee, Wis., for repairing the damage done to the American Malting Co.'s elevator by a car ferry steamer two years ago.

Two prominent members of the Milwaukee Chamber of Commerce have circulated a letter of considerable length making a bitter attack on the Chicago elevator proprietors and their business methods.

The Northern Grain Co., of Manitowoc, Wis., has bot the elevator on the Northwestern at Janesville, Wis., originally owned by Frank Gray and Hiram Bump, and until recently operated by the late P. H. Bump. Frank Gray, who has been operating the elevator for the Bump estate, negotiated the sale, and will run the house until the company's representative takes possession.

Joseph Blakeslee, grain dealer of Whitewater, Wis., died at his home at that place Nov. 4, aged 72 years. He was born at Franklin, N. Y., went to Whitewater in 1879 and became associated with his father-in-law, Francis B. Hall in business. In 1883 the management devolved upon Mr. Blakeslee owing to ill health of Mr. Hall, and it was ably conducted by him until July, 1900, when he, in turn, obliged to retire on account of failing health, after having directed the business longer than any previous manager. He was ever kind and obliging, always willing to see the best in his brother, and aimed in all business and social relations to do right.

THE DOCUMENTARY TAX; ITS REPEAL.

(From a paper by Jas. W. Sale, Bluffton, Ind., read at Annual Meeting of Grain Dealers National Association.)

It has often been said in print and by speech during the period that the special Revenue Law has been in force, that the grain trade has paid an unjust proportion of the receipts of the Government by the operation of that measure; the statement is true beyond dispute and that particular class of the trade called the "shipper" has found itself called upon to assume some part of the burden that rightfully belongs to interests not directly engaged in the handling of grain, but largely drawing their revenues from it, notably the Western Union Telegraph Company.

From the enactment of the law until about November 1st of last year, the country dealer had the alternative of carrying his funds in his pocket or office safe or placing a two cent stamp on every ticket he issued for grain. At that time the Commissioner of Internal Revenue made a ruling in effect that where funds were deposited with a banker or other agent for the express purpose of paying tickets issued to the owner of grain by the buyer they might be exempt from the tax.

This ruling was largely a result of agitation for months before by the Grain Dealers Journal and relieved the country buyer to a considerable extent. No necessity now exists for the payment of the stamp tax on any grain ticket, and if any

one of the army of country buyers is still stamping his grain tickets, it must be because "he cannot afford" to take that valuable magazine which has explained the matter so fully from month to month.

But there are still many other ways in which the law catches the dealer in grain; every telegram he sends, every car of grain he sells through a member of any of the Exchanges or Boards of Trade, every option trade in the way of hedging or otherwise, every draft made against shipments, every receipt for grain in store, in public or private elevators or warehouses unless owned by grower, every person who deals in grain in the capacity of a broker, each and all of these interests directly connected with the handling of grain are paying tribute into Uncle Sam's coffers already full to overflowing.

The average grain man is patriotic and has loyally stood by the Government in her time of need and has cheerfully met the extraordinary demands made upon him by reason of the war with Spain. But the exigency has passed, the revenues of the Government have proved to be more than sufficient, and a surplus is accumulating in the National Treasury so rapidly that one of two things will inevitably occur—either Congress must plunge into a wild and reckless career of extravagance, or the large amount of money locked up in the vaults of the United States Treasury and taken out of circulation, will become a menace to the business interests of the country.

The first is not likely to occur as the word has gone out from Washington since the election, that retrenchment and reasonable appropriations will be the programme of the Administration; likewise it is self evident that to allow a rapidly increasing surplus to accumulate in the Treasury as a result of the war tax would be suicidal to the party in power.

The annual report of the United States Treasurer, Ellis H. Roberts, just published shows the net revenues of the Government for the fiscal year ending June 30th to have been \$567,240,852, the largest in the history of the country, exceeding those of the next highest (1866) by \$47,291,288, an increase over the preceding year of over \$51,000,000; and absorbing a deficit for the year ending June 30th, 1899, amounting to \$89,111,500 and in addition thereto creating a surplus of \$79,527,060 at the beginning of the present fiscal year. More than that, Secretary Gage within a week announced to the Cabinet that based on his estimates at this time, the present fiscal year closing June 30th, 1901, would show an excess of receipts over expenditures of \$80,000,000.

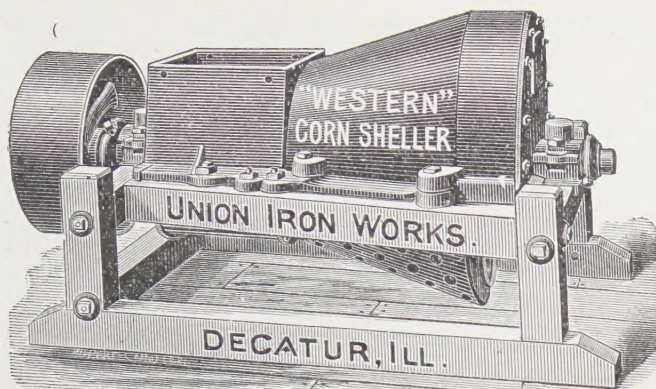
With this showing before us it is plain that a reduction of the revenues is likely to occur by legislation during the present session of Congress. Indeed it must come if the party in power redeems its platform pledge to the people and has any desire to be commended for a wise business administration of Governmental affairs. I have no doubt in my own mind that some relief will be given, in fact I have been assured by Senators and Congressmen high in the counsels of the majority party that remedial legislation will be enacted at the winter session.

Now the especial mission of this paper is to urge upon the Grain Dealers National Association and its individual members, to commence active work at once for the total abolition of the entire documentary tax in toto,—and not to consent to anything short of that. As I view the situation the danger point lies in an attempt to abolish it by piece meal, thereby bringing the different interests affected into a conflict that would defeat the bill. If all classes of business now affected by the stamp tax can be aligned in support of a bill to abolish it altogether, the task would seem easy of accomplishment, while on the other hand if the forces are divided, and the manufacturers of proprietary articles for instance left standing while all others are relieved, the friends of repeal will be found fighting each other. The entire revenue from all stamp sales is about \$30,000,000 per annum, an amount that can be easily spared as the figures above will show. It is understood that the Cabinet recommendation will be to repeal enough of the law to reduce the tax by \$15,000,000 which would abolish all of the stamp taxes with the exception perhaps, of proprietary preparations and the special stamp tax on beer.

Chairman Payne has called the Ways and Means Committee and they meet in Washington today to begin the framing of a bill to reduce this class of taxes.

Immediate action is necessary upon the part of all interested in the repeal of the law, and I trust that this organization will take prompt steps to lend its aid and support to a measure that will relieve the grain trade of what has become an odious burden.

The world's wheat crop of 1900 is estimated by the Liverpool Corn Trade News at 2,526,320,000; compared with 2,607,360,000 bushels and 2,920,144,000 bushels for the preceding years.



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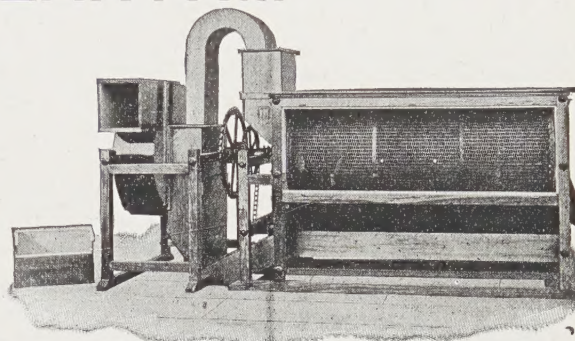
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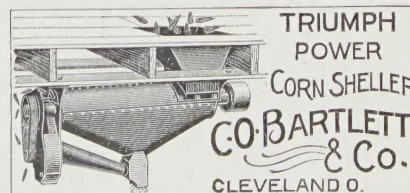
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PATENTS GRANTED

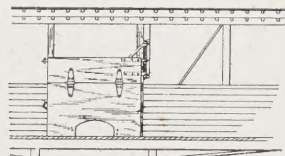
Thomas B. Jeffery of Chicago, Ill., has been granted letters patent, No. 661,697, on a carbureter.

William T. Hilleary, Jr., of Baltimore, Md., has been granted letters patent, No. 661,802, on a pea cleaner.

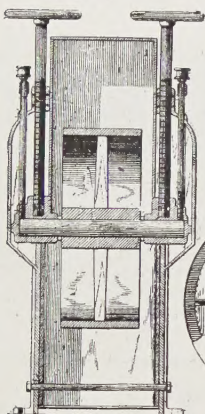
Joseph Day of Weston-Super-Mare, England, has been granted letters patent, No. 661,599, on an oil engine.

Alfred Boulrier and Eugene Boulrier of Neuilly, France, have been granted letters patent, No. 661,439, on an explosion engine.

Axel Johnson of Winchester, Mass.,



661,179



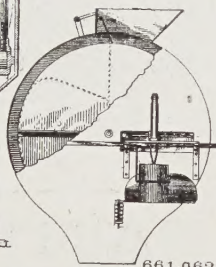
661,879



661,713



661,884



661,062

has been granted letters patent, No. 661,291, on a sparking igniter for explosive engines.

Thomas M. Antisell and Frank L. Antisell of Matawan, N. J., have been granted letters patent, No. 661,300, on an explosive engine.

Thomas G. Cockings of Newport, Ky., has been granted letters patent, No. 661,713, (see cut) on a disappearing grain car door. Being made of slats the door is flexible and slides upward under the roof of the car. The bottom slats are fastened by bolts, and are pushed outward to relieve the pressure before raising the door.

Jacob Kolb of Wichita, Kan., has been granted letters patent, No. 661,179, (see cut) on a railway grain door. The door is composed of an upper and a lower section. The small opening in the lower edge of the lower section is closed by a hinged door. The lower section is hinged to the upper section, and the upper section is hinged at one side to the door post.

William C. Marsh of Fort Madison, Ia., assignor one-third to the Chambers, Bering, Quinlan Co., Decatur, Ill., has been granted letters patent, No.

661,062, (see cut) on an automatic weigher. A pivotally supported weighing receptacle having a radial rib is combined with a receptacle-detaining trip adjustable to and from the pivot of the receptacle and engageable with the rib at various points.

Christopher W. Levalley of Milwaukee, Wis., has been granted letters patent, No. 661,879, (see cut) on an elevator boot. The side walls of the elevator boot are provided with housings to protect the bearings. The ends of the two bearings are closed and in contact with the housing. The screws by which the pulley is adjusted and the tubes connecting with the oil cups pass thru the housing by a tight joint.

Andrew J. Maine of Appleton, Wis., assignor to Richard Miller, William McLeish, E. M. Wright and Archibald Shannon, has been granted letters patent, No. 661,884 (see cut) on a car mover. A pinch bar having a longitudinal slot and a fulcrum is combined with a pushing lever pivoted at one end in the slot, and a main operating lever pivoted to the pinch bar. The adjacent end portions of the pushing and main levers are pivotally connected.

SEEDS.

The Cox Seed Co., of San Francisco, Cal., is closing its New York branch.

W. E. Hurd, Logansport, Ind., Nov. 15: Clover seed crop an almost complete failure in Cass County. 'Not enuf raised for our seeding.

George Urquhart has resigned the vice presidency of the Plant Seed Co., St. Louis, Mo., and is making his headquarters with the Schisler-Corneli Seed Co., which has moved into a new store.

The exports of clover seed from New York for the week ending Nov. 19 were 3,288 bags: compared with the large amount of 11,007 bags exported during the corresponding week a year ago. Baltimore exported none.

We exported 645,000 bushels of flaxseed during the nine months prior to Oct. 1, as reported by O. P. Austin, chief of the bureau of statistics: compared with 545,577 and 829,494 bushels during the corresponding periods of 1899 and 1898.

Our exports of clover seed for the nine months prior to Oct. 1, as compiled by O. P. Austin, chief of the bureau of statistics, were 16,724,000 pounds: compared with 12,901,000 and 19,196,000 pounds for the corresponding periods of 1899 and '98.

Timothy seed amounting to 9,677,000 pounds was exported during the nine months prior to Oct. 1, as reported by O. F. Austin, chief of the bureau of statistics, compared with 10,996,000 and 8,480,000 pounds during the corresponding periods of 1899 and '98.

Cottonseed exports from the United States during the nine months ending with Oct. 1 are reported by O. P. Austin, chief of the bureau of statistics, to have been 32,491,000 pounds: against 26,358,000 and 21,865,000 pounds during the corresponding periods of 1899 and '98.

The Department of Agriculture has advertised for bids for furnishing seed for the usual distribution. Bids will be opened on Dec. 12, about three months earlier than the opening last year. The early date is a concession to the Pacific Coast bidders, in order to give them an equal opportunity with those sections having later crops.

Toledo's receipts of clover seed for the week ending Nov. 17 were 1,540 bags, and for the season 41,019 bags: shipments, 1,260 bags for the week and 30,281 for the season. For the corresponding week a year ago receipts were 4,559 bags, for the season 85,230 bags: and the shipments 2,700 bags for the week and 55,366 bags for the season.

THE SUPPLY TRADE

The Foos Gas Engine Co., Springfield, O., is quite busy and is employing a force of over 125 men.

The Larmons Grain Cleaner and Fuzzer Co., Chicago, Ill., is the name of a new firm that will soon introduce a grain cleaner to the trade.

C. H. Adams, secretary and treasurer of the Marseilles Manufacturing Co., Marseilles, Ill., reports that orders are coming their way in encouraging numbers.

The Garrett Gas Engine Co., has recently changed its firm name to the Model Gas Engine Co., and moved its office and works to Auburn, Ind.

The firm of Younglove, Boggess & Co., Mason City, Ia., have built 40 elevators since February 1. The territory covered ranges from Texas to Manitoba, through the grain surplus states.

James Milliken, president of the Union Iron Works, Decatur, Ill., recently added \$40,000 to his gift to the proposed industrial school to be established in Decatur.

Evidently it pays to cover an elevator with paint made especially for that purpose for the Rubber Paint Co., of Chicago reports a continued good demand for its Elevator Paint.

The Hess Driers in Chicago are running day and night, making No. 2 corn for Mr. Phillips, and it passes inspection. The dried grain mentioned in a daily paper recently as being turned down, was not from a Hess Drier.

Walton C. Barbeau, the youngest son of L. E. Barbeau, proprietor of the Eureka Works, Silver Creek, N. Y., was married recently to Miss Martha Johnson of Silver Creek. In the spring Mr. and Mrs. Barbeau will go to London, where he will manage his father's extensive foreign business.

Kirwan Bros. Grain Co., Baltimore, Md., are sending to their many friends who attended the meeting of the National Hay Association in Baltimore last August a little souvenir which represents a Diamond-back Terrapin. This little gift is surely remindful of the hearty welcome accorded the dealers at Baltimore.

The S. Howes Co., Silver Creek, N. Y., writes: In order to keep pace with the enormous demand for Eureka Grain Cleaners, we have erected a thoroughly up-to-date electric lighting plant. The building is 60x40 feet and was built for this purpose. The motive power is supplied by a 25-h. p. gasoline engine. Our dynamo has a lighting capacity of 250 lamps and affords us an excellent method of illuminating our works. Our 100 men employed every night greatly appreciate this innovation. We have more than 175 orders on our books including washers and driers. Two monster scourers are being shipped to the Pillsbury-Washburn Co. They measure 12 feet over all and are the largest machines of the kind in the world.

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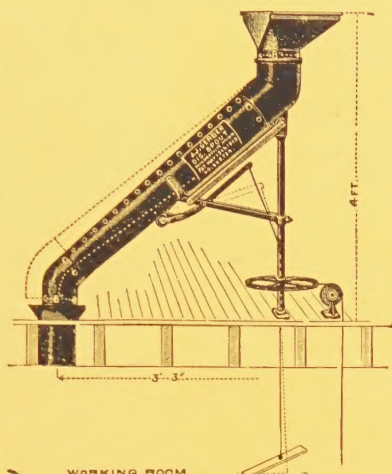
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That load grain right. They give a spiral motion to the grain so that it leaves the spout with enough force to take it to the end of the car. Grain passing through a spout with a spiral motion is delivered in better condition, not being scoured or worn as much as when loaded from ordinary spouts. Write for Catalog



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128 Sixth Ave., So., MINNEAPOLIS, MINN.
Mill and Elevator Work a Specialty.

Made of heavy sheet steel with Hopper and Elbows of cast iron. The elbow at discharge end sets into floor or funnels leading to bins making it impossible for the spout to get out of position and mixing grain.

By pressing the foot lever to the floor the end of spout is lifted out of floor funnels and can then be swung to any other bin desired and locked in place. The position of foot lever when released will show whether spout is properly seated in floor funnel or not. Can be used with or without floor funnels. Users say its the best spout in the market. Try one and be convinced.

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Is adapted for the use of country grain shippers, to keep a record of all cars of grain shipped. This book is 9½ x 12 inches and has space for 2500 cars. The leaves are made of ledger paper, ruled for date sold, date shipped, car number, initials, to whom sold, destination, grain, grade sold, their inspection, discount, amount freight, our weight, bushels, destination bushels, over, short, price, amount freight, other charges and remarks. It is well bound in strong board covers, with leather back and corners. **Price \$1.50.**

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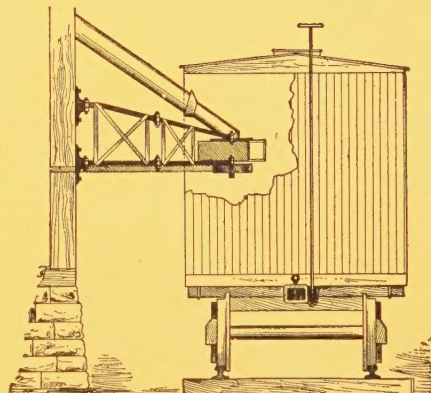
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Yours truly,

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Save \$1,000 by the expenditure of \$100 in the construction of new elevators by using the Ideal Loader. The above testimonial is a sample of what we are receiving from all our customers.

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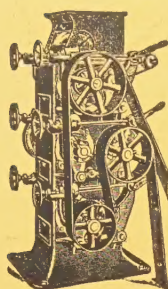
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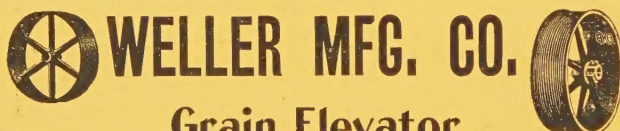
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